A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

World Market Report Shows 5% Increase

PERIODICAL READING ROOM

January 28, 1963

Business Bulletins *from around the world*

ALGERIA—Licenses required for imports of used clothing, tea, household soap, tallow, and fatty acids, effective Jan. 1, 1963. Registered importers may apply for licenses to Ministry of Commerce. Shipments after January 1 to be held at port pending issuance of licenses. None to be granted until foreign exchange allocation is made at later (unspecified) date. Importers to be informed by public notice.

BELGIUM—Pirelli Co. (Italy) affiliate, Pirelli-Sacic, to establish factory in Borinage area for complete line of rubber products. European Coal and Steel Community earlier granted $3 million loan. Head office to be in Brussels.

Business Week opening Brussels office to cover Common Market.

Firestone Rubber Co. of Akron purchases Antwerp firm, Union Belge et d'Outre-Mer, to distribute tires and tubes made in new Firestone French plant.

RAMCO Trading Corporation of New York joins Belgian investors to form Clark Sales Co. of Antwerp, capitalized at $20,000, for importation, exportation, and sales in Belgium of confectionery and related consumer products.

INDIA—Madras Rubber Factory, joint venture of Mansfield Tire and Rubber Co. of U.S., to produce 204,000 tires and tubes for heavy trucks and buses, 96,000 tires and tubes for cars, and 10 million lbs. of camelback and tread rubber annually.

ITALY—Regional Assembly reportedly approves bill creating Sicilian Minerals Agency (Ente Minerario), presumably for stimulating exploration and promotion of minerals. Agency may participate with private companies in production, processing, and marketing of Sicilian minerals.

National Committee for Nuclear Energy (CNEN) submits new 5-year development plan to Parliament. Plan, to be operative 1963-68, contemplates total expenditure of 150 billion lire (about $242 million) for building nuclear power plants.

JAPAN—Ministry of International Trade and Industry announces $11,200,000 allocation from fiscal 1962 foreign exchange budget (ending Mar. 31, 1963) for importation of private passenger cars. Figure, believed sufficient for about 6,000 vehicles, is double amount authorized for fiscal 1961 when half of allocated foreign exchange was used for U.S. automobiles.

MOROCCO—State phosphate office (Office Cherifien des Phosphates, OCP) acquires 8% interest in Algerian Compagnie des Phosphates de Constantine, and OCP Director General becomes director of Algerian company.

Banks and insurance companies which, with Finance Ministry approval, seek to merge and/or incorporate to be registered gratis.

Renault reportedly contemplating assembly of cars in Morocco. Fiat and Simca automobiles already being assembled in Casablanca.

NETHERLANDS—Unox of Oss, Unilever affiliate, to take over meat products firm, Bakhuis Vleeswaren-en Conservenfabriek Olba of Olst in move to strengthen competitive position in Common Market.

Traditional year-end stringency in money market led to raising of call money rate from 1 to 1½% on Dec. 18, 1962. Netherlands Bank, in temporary measure to ease squeeze, lowers cash-reserve ratio from 5 to 4% for December 24-January 21.

NIGERIA—Liquid chemicals formulation plant planned by Shell Nigeria to meet increasing demand for agricultural and public health chemicals. Only basic raw materials to be imported for blending in plant.

PARAGUAY—Importation of certain products including edible oils (except olive), rice, sugar, cigarettes, matches, wide-range cotton, wool, and synthetic textiles and products temporarily prohibited by decree 26470 of January 4, for balance-of-payments and protectionist reasons.

SOMALI REPUBLIC—Government in agreement with United Nations for 4-year mineral and water research project beginning Jan. 1, 1963 and to cost $873,900, two-thirds from UN and one-third from Somalia.

SUDAN—Potential export opportunity exists for harvesting and grain-storage equipment in connection with Government's wheat program. About 23,000 acres planted this season with ultimate goal of 170,000 acres by 1965 in effort to become self-sufficient. U.S. equipment manufacturers should contact Managing Director, Sudan Gezira Board, Barakat, Sudan, and Managing Director, Agricultural Bank of Sudan, Khartoum.

THAILAND—Japanese firm awarded $51,000 contract to draw up blueprints for $3.4 million hydroelectric and irrigation dam across Menam Phung River in northeast Thailand. Construction may begin in late 1963.

TUNISIA—Government recently ended import duties on these aircraft components: engines, tires, radio receivers and transmitters, navigational devices and parts. Free entry for units and parts already provided.

TURKEY—Through Agency for International Development technical assistance, Department of Industry of Union of Chambers of Commerce to open Ankara investment center to service foreign investors' inquiries and provide guidance to prospective investors visiting country.

New Turkish-U.S. venture planned to produce sodium sulfate. American participants, Essex Chemical and International Ore and Fertilizer Co. (Continental Ore) to furnish $250,000 to help finance processing plant. In addition to sales to domestic tanneries and glass factories, exports to U.S. planned at level of 30,000 tons in 1963 and 50,000 tons in 1964.

According to local press, Minister of Reconstruction will welcome bids by firms interested in building bridge across Bosphorus. Krupp reportedly has sent expert who submitted report to Turkish authorities.

DEPOSITED BY THE UNITED STATES OF AMERICA

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestion, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Late afternoon shoppers and sightseers in Madrid stroll along Avenida de José Antonio, a major commercial area in the Spanish capital. There are export opportunities here, and in other Spanish cities, from foodstuffs to fiberglass boats, from chain saws to perfume. For the report of the recent U.S. Trade Mission to Spain see pages 6 to 14.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

January 28, 1963 — Volume 69, Number 4

Special Reports

World Market Report
Pages 3-5

U.S. Machinery Mission to Spain
Pages 6-14

FEATURES

2 **Commerce Department attempts to forestall import licensing hardships**

17 **Banks, railroad, industrial firms among 15 'E' winners**

WORLDWIDE BUSINESS OUTLOOK

15 Austrian market hungry for U.S. frozen foods

16 German publishers have record year; film production falls in Mexico; TV introduced in Indonesia

U.S. GOVERNMENT ACTIONS

19 U.S. and Jamaica sign investment accord; committee to study St. Lawrence tolls

FOREIGN GOVERNMENT ACTIONS

20 Mexico lengthens export-control list

21 Finland cuts non-tariff controls again; Liberia passes luxury taxes, protects beer

INVESTMENT OPPORTUNITIES

22 Reports from Trade Mission to Spain spell out new leads for U.S. firms

24 Eight new manufacturing projects in India call for venture capital, technical assistance, equipment

WORLD TRADE OPPORTUNITIES

25 Projects announced in several countries

26 Additional projects, bid deadline extensions reported

27 Leads for exporters

34 International representation

37 Leads for importers

38 Visiting buyers and officials

39 Construction projects; new trade lists

New Books and Reports, page 40

Commerce Dept. works with foreign states to forestall import licensing hardships

Of 30 governments contacted, early replies indicate adjustments will be made when circumstances warrant

Thirty foreign countries have been asked by the Department of Commerce to relax their time limitations for import licensing of U.S. merchandise immobilized by the Atlantic and Gulf Coast maritime strike. Earlier, the Department's Bureau of International Commerce had extended the validity period of any expiring export license covering shipment from a strike-affected port (INTERNATIONAL COMMERCE, January 7, p. 15).

Up to January 17, replies had been received from 7 Embassies:

Chile—The Embassy has received assurances from the Assistant Director of Exchanges and Foreign Commerce of the Central Bank that no blanket extension of validity of Chilean import licenses is necessary because of the U.S. shipping tie-up. Under current Chilean regulations, Bank officials view delays caused by strikes as *force majeure* and as a valid reason for automatically granting an extension.

Colombia—On January 9 the Bank of the Republic ordered a 30-day extension for import registrations expiring during the strike. The Embassy has been assuerd that additional extension would be granted if necessary.

Ecuador—Import licenses are normally valid for 180 days. Therefore, Central Bank officials do not expect serious problems to arise, particularly on goods licensed late in 1962. With regard to older licenses, the Central Bank on December 27 issued instructions that all import licenses issued before June 25, 1962, would automatically be extended for 30 days, or until Jan. 25, 1963. The Director of the Exchange Department stated that if the strike were not settled by January 25, a further 30-day extension would be granted. These instructions were sent to Ecuadoran consuls in the United States by Circular Instruction No. 113 of December 27. If licenses issued after June 25, 1962 are affected, the Embassy says similar treatment will probably be given them. The Director of the Exchange Department indicated that while no special consideration had yet been given to clearance problems, he expected that entry could be effected expeditiously. He made note of the possibility of such problems arising and said this would be raised with the Ministry of the Treasury, which supervises customs operations.

Jamaica—Officials of the Ministry of Trade and Industry believe there will be no difficulties for U.S. exporters because expiring licenses will be extended in consideration of the strike.

Lebanon—Import licenses are required for only a few items. While the Lebanese official concerned does not deem it feasible to grant a blanket extension, he has assured the Embassy that special consideration will be given to all hardship cases due to delay caused by the strike.

Mexico—The Government cannot grant a blanket extension, but will issue instructions that requests for import-license extensions receive sympathetic consideration when based on circumstances arising from the maritime strike. Mexican officials are aware of the strike and have offered to expedite clearance of shipments delayed by it. Applications for extensions must clearly indicate that they are required because of the strike.

Nicaragua—The official in charge of the Foreign Exchange Section of the Central Bank has stated that there is no provision for a blanket extension of import licenses, which are granted with a 6-month validity. If the merchandise has not arrived at the end of the 6 months, an application must be made for a new license—an almost automatic procedure normally requiring only 48 hours. No excessive delays or difficulties are expected because of the strike.

Replies will be announced as they are received from other countries asked to relax import-license requirements which might create difficulties or hardship for strike-affected shipments.

Argentine consulates' o.k. needed on invoices

Merchandise shipped to Argentina must be accompanied by a commercial invoice duly legalized in quadruplicate by an Argentine consulate under Decree 13,-110, effective from January 1. (*Boletin Oficial*, December 13).

For this legalization service, the Argentine Consulate collects in dollars 1½% of the total value of the invoice. (See FOREIGN COMMERCE WEEKLY, Jan. 22, 1962, p. 104, for announcement of the elimination of the requirement that commercial invoices be certified by a Chamber of Commerce.)

Subscribers to the Commerce Department's *Overseas Business Reports* (formly World Trade Information Service) should accordingly correct WTIS Operations Report No. 60-25, Part 2, entitled *Preparing Shipments to Argentina*, dated June 1960.

Quota on U.S., Canadian apples set by W. Germany

West Germany has established a quota of unannounced size for apple imports from the U.S. and Canada. The fruit must conform to Common Market quality norms of Classes Extra or No. 1 and must be Golden Delicious, Newton, Stayman/Winesap group, and Jonathan.

License applications may be submitted until the quota is filled, but no later than June 28, 1963. Customs clearance will extend from Mar. 1 to June 30, 1963. Although a temporary embargo is possible, it will not affect imports contracted for at the time of its announcement, provided goods are loaded on board ship within 2 weeks after the embargo.

BENGHAZI: STORM TIE-UPS

U.S. exporters for the rest of this winter and next (1963-64) may face delays of up to 2 weeks and consequent cargo surcharges because of the havoc wrought by gale winds at Libya's Port of Benghazi for an 8-day period in December, when 11 ships were unable to enter the harbor. Until new facilities scheduled for 1964 completion are in use, such delays are likely to recur.

World market report

Healthy import demand reported from many foreign markets

Up-to-date world marketing information, presented as a quarterly feature in *International Commerce* and appearing in the table on the following pages, points to favorable conditions in many of the leading foreign markets. Gathered to alert the foreign trader to recent changes that have taken place in other countries' import markets and in their foreign exchange positions, the data are intended to help in the assessment of the near-term potential of foreign markets for U.S. products.

Data on the imports and foreign exchange holdings of 40 leading world markets permit the reader readily to compare (1) changes from 1961 in the value of each country's imports in 1962 from the world and from the United States, (2) percentage changes in imports from the United States in the most recent twelve-month period, and (3) gold and foreign exchange holdings at the end of the third quarters of 1961 and 1962.

World imports expand

In 1962, the value of world trade reached a new peak, increasing by an estimated 5 percent over the previous year. Imports into the 40 countries shown in the following pages account for the major share of this trade. The aggregate value of $93.3 billion in 1961 constituted 86 percent of the purchases of all free-world foreign countries. From the cumulative data presented for 1962, an increase can be noted in imports into the major industrial countries, with the exception of Japan. In the course of 1962, imports into many of the developing countries also strengthened. Paced by strong gains of 38 percent for imports into Spain and of 23 percent into Turkey, the value of imports into Thailand, Peru, Hong Kong, Malaya, Israel, and Pakistan also advanced by 10 percent or more. There were, however, notable declines ranging from 15 percent to 20 percent through the first six months of the year for New Zealand, Chile, and Nigeria.

Rising imports from U.S.

In the most recent twelve-month period, two-thirds of the countries shown increased their imports from the United States. Turkish imports from this country registered a 76 percent increase, the largest relative gain of any country, followed by sharp advances of nearly one-half in the case of Yugoslav and Pakistani imports. Other significant improvements from one-fifth to one-third applied to U.S. goods received in Nigeria, Malaya, and Isreal. Larger arrivals of aid-financed grain contributed significantly to increased Turkish and Yugoslav imports; capital equipment and iron and steel products in increased quantities moved to Pakistan, Nigeria, Malaya, and Israel in response to various development programs which are underway in the recipient countries. Some of these development goods were aid-financed or were purchased under special U.S. credit arrangements. Purchases of U.S. aircraft also contributed to the rise in Israeli imports from this country. An expansion in sales to some principal U.S. markets in the Western Hemisphere, notably Canada, Argentina, and Peru, and further gains in sales to the countries of the European Common Market swelled U.S. export totals. Shipments to the countries shown accounted for 88 percent of the total value of U.S. exports (excluding special category) in 1961.

Reductions in the value of imports from the United States in the most recent twelve-month period were confined to a few countries. In the cases of India and Greece, the declines were due solely to a slowing down in aid-financed grain shipments. Reductions in U.S. sales to New Zealand roughly paralleled changes in that country's total imports, but in Australia, purchases from the United States were reduced although total imports did not decline. South African import policy continued to impede purchases of U.S. goods as well as those from other suppliers.

Reserve positions strengthen

Changes in gold and foreign exchange positions varied widely from September 1961 to September 1962 among the 40 countries. Continued restraints on imports, coupled with restrictions on certain other international transactions and mounting gold production, boosted the reserves of South Africa to levels more than three times above those a year earlier. Israel's increased earnings from merchandise exports and from invisible transactions such as tourism and shipping following currency devaluation in February 1962, and the inflow of foreign capital and of German restitution payments, more than offset a further climb in imports. Gold and foreign exchange reserves in that country reached record levels, gaining 60 percent over the twelve-month period under review. In Canada, gold and foreign exchange holdings, after dropping briefly to $1.1 billion in June of 1962, were bolstered by prompt short-term international financial assistance and a subsequent reversal of the outflow of liquid funds. By the end of September 1962, reserves exceeded those of September 1961.

Improvement of merchandise trade balances appeared to have aided the expansion of exchange holdings in several countries. Reserves were increased by one-fourth to nearly one-half in the Philippines, New Zealand, France, Austria, Spain, and Greece. Spurts in exports of the latter three countries were particularly pronounced.

Political and financial instability in several Latin American countries, on the other hand, helped to cause reserve losses. Continued efforts to stabilize the peso cost Argentina nearly two-thirds of its entire gold and foreign exchange holdings from September 1961 to September 1962, and reserves of Chile and Venezuela also registered losses. Repayment of funds obtained by the United Kingdom from the International Monetary Fund in the summer of 1961 during a period of pressure on the pound sterling caused U.K. reserves to drop sharply in the September quarter of 1962. The loss of Indian reserves in recent years was extended further. Certain debt repayments and increased remittances of profits, rather than unfavorable shifts in the merchandise trade balance, had adverse effects upon the Indian foreign exchange position.

It should be remembered that changes in a country's international liquidity position stem from a variety of factors, including changes in the value of its merchandise imports and export earnings, capital movements, other invisible international transactions, and shifts in public confidence or government policy. A definite link between changes in reserves and in imports for any particular period, therefore, cannot be established.

QUARTERLY WORLD

(Values in millions of dollars)

Country	Imports from world				Imports from United States			Percentage change in U.S.-supplied imports in most recent 12 months	Official gold and foreign exchange reserves at end of third quarter	
	Annual 1961	Latest month 1962	January through latest month 1962	January through same month 1961	Annual 1961	January through latest month 1962	January through same month 1961		1962	1961
United Kingdom	12,314	Nov.	11,622	11,368	1,354	1,230	1,246	— 3	2,798	3,559
Germany, Fed. Rep.	11,032	Oct.	10,166	9,014	1,516	1,421	1,226	+14	6,473	6,437
France	6,684	Sept.	5,541	4,910	737	580	552	+ 5	3,530	2,816
Canada	6,195	Oct.	5,375	5,104	4,151	3,720	3,434	+ 8	2,453	1,933
Japan	5,811	Sept.	4,289	4,266	2,097	1,417	1,562	+ 1	1,720	1,611
Italy	5,222	Oct.	4,939	4,300	863	731	721	+ 4	3,252	3,369
Netherlands	5,110	Oct.	4,511	4,181	568	515	460	+10	1,781	1,723
Belgium-Luxembourg	4,219	Sept.	3,266	3,108	375	331	271	+18	1,626	1,552
Sweden	2,921	Aug.	1,982	1,855	332	205	216	—10	755	667
Switzerland	2,710	Nov.	2,780	2,476	279	275	256	+ 7	2,629	2,750
Australia	2,399	Sept.	1,915	1,884	479	334	377	—15	1,256	1,284
India	2,131	Sept.	1,598	1,686	504	422	461	—30	516	614
Denmark	1,864	Oct.	1,761	1,520	151	143	120	+15	212	220
Norway	1,614	Oct.	1,368	1,353	112	100	90	+ 5	252	270
South Africa, Rep.	1,549	Aug.	1,052	1,091	272	179	198	—14	616	280
Austria	1,485	Oct.	1,273	1,228	88	74	74	— 3	1,037	754
Argentina	1,460	Aug.	942	930	383	274	239	+12	217	564
Brazil	1,460	June	669	712	515	206	243	— 3	467	459
Venezuela	1,197	Aug.	758	721	646	(1)	388		477	595
Finland	1,151	Sept.	909	842	72	54	54	—(2)	332	344
Mexico	1,139	Sept.	841	844	798	572	588	— 2	326	343
Spain	1,093	Aug.	958	693	275	190	188	+ 8	1,038	799
Hong Kong	1,045	Oct.	965	865	128	120	111	+ 4	(1)	(1)

MARKET REPORT

(Values in millions of dollars)

Country	Imports from world				Imports from United States			Percentage change in U.S.-supplied imports in most recent 12 months	Official gold and foreign exchange reserves at end of third quarter	
	Annual 1961	Latest month 1962	January through latest month 1962	January through same month 1961	Annual 1961	January through latest month 1962	January through same month 1961		1962	1961
Algeria	1,025	Mar.	228	268	37	12	9	+74	(1)	(1)
Yugoslavia	910	Sept.	681	643	181	165	124	+47	105	112
New Zealand	902	June	392	481	85	31	46	—26	162	114
Indonesia	794	Mar.	167	200	136	(1)	25		(3)107	165
Philippines	734	June	326	344	369	140	173	— 8	75	52
Malaya, Federation	728	July	463	419	37	30	22	+23	841	806
Greece	714	Aug.	459	441	81	42	57	—25	267	218
U.A.R. (Egypt)	678	April	244	205	131	79	49	+36	195	248
Pakistan	642	Aug.	489	444	159	187	110	+45	352	365
Nigeria	622	June	262	310	33	22	14	+34	(1)	(1)
Iran	602	Mar.	145	156	99	25	26	— 9	229	210
Chile	591	June	237	286	238	93	108	+ 2	75	115
Israel	570	Sept.	459	414	168	155	123	+21	403	252
Colombia	544	Aug.	378	358	281	198	187	+ 2	122	139
Turkey	509	Aug.	372	303	140	109	69	+76	230	231
Thailand	487	June	277	236	70	48	35	+16	(3)484	417
Peru	469	Sept.	396	345	207	158	150	+14	94	94
Total of 40 countries	**93,326**				**19,147**					
Percent of foreign country imports	**86%**				**Percent of U.S. exports[4]**			**88%**		

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela.

(1) Not available. (2) Less than 0.5 percent. (3) End of first quarter 1962. (4) Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

MISSION TO SPAIN: Seated, left to right, Manuel Tama, Secretary of Commerce Luther H. Hodges, Bradley Murray, and L. Edward Scriven, Deputy National Export Expansion Coordinator. Standing Konstantine L. Kollar, James M. Fiske, William F. Spang, Henry H. Lemonjian, Hugh B. Kohlmeyer, Adolph Auriema.

Spain—land of growth

Spain is on the threshold of an era of great economic growth, and American businessmen have an unprecedented opportunity to play a role in that growth, as suppliers, licensors, partners, and customers of Spanish businessmen, according to the U.S. Machinery Mission which visited Spain in November and December.

The one function common to all private businessmen, in all parts of the world, is the acceptance of risks. The economic growth foreseen for Spain, and participation of U.S. businessmen in that growth, are subject to risks. Recognizing the existence of these risks and accepting the fact that they are attendant on the conduct of all business, the Mission recommends to U.S. businessmen that they investigate the possibilities of doing business with, or in, Spain.

Geographic advantages

Spain has outstanding geographic advantages for economic growth. Exposed as the country is, as a peninsula of the European subcontinent, access is open to three of the greatest trade routes in international commerce: The Mediterranean Sea, the South Atlantic, and the Bay of Biscay in the North Atlantic. Additionally, Spain has easier access to the markets of North Africa than any other European nation.

Spain's geography also offers climatic advantages. Tourist attractions exist practically the year around. The southern coast, the Spanish Riviera, provides warm sunshine for tourists who want to get away from the winter cold of the rest of Europe. The shores of the Bay of Biscay and the northern coast of the Mediterranean, the Costa Brava,

Members of the U.S. Machinery Mission to Spain

Bradley Murray, mission director, has been with the Trade Missions program in the Commerce Department since 1959. He was formerly associated with Scudder, Stevens & Clark, New York investment counseling firm.

Adolph Auriema, president of Ad. Auriema, Inc., New York, responsible for the international activities of about 50 U.S. producers of electrical and electronic instruments, supplies, and components, and refrigeration equipment.

Konstantine L. Kollar, trade development officer, Deputy Director of the Water Industries Division, BDSA, formerly with the Agency for International Development.

William F. Spang, president of Overseas Development Co., Boston. As combination export manager, Mr. Spang handles exports of food processing equipment, refrigeration systems, frozen foods, construction equipment, and instrument components.

Hugh B. Kohlmeyer, executive vice president of Gerde, Newman & Co., New Orleans, merchandising canned, bottled, frozen, and gourmet imported and domestic foods.

James M. Fiske, president of Fiske-Gay Associates, Inc., consulting engineers, Orlando, Fla., and production manager of Fosgate Citrus Concentrate Cooperative, Orlando.

Henry H. Lemonjian, president of Hertvy Co., Inc., New York, which represents 32 companies in the printing and packaging machinery field.

Manuel Tama, technical advisor to the president of Ajax Magnethermic Corp., Trenton, N.J., manufacturer of induction furnaces for melting and heating ferrous and nonferrous metals.

are extremely attractive in the summer months.

Large parts of Spain are, like Florida and California in the U.S., capable of producing subtropical products, such as citrus fruits, wine and table grapes, and olives, which do not grow in many other parts of Europe, yet for which there is a strong European demand.

Spain has been exploiting the advantages of her climate for some time, yet it was apparent to the Mission that, with provision of appropriate facilities within Spain for serving more tourists and for processing and exporting more agricultural products, revenue could be multiplied several times.

Human resources

In terms of human resources, Spain also has a good base for economic growth. Existing Spanish industries have a potential of highly skilled workers. More than 400,000 Spaniards are working in other European countries; most of them would probably be glad to return to Spain, bringing with them the skills they have acquired abroad, whenever somewhat equal work opportunities become available. For some years to come, the agricultural areas of Spain will be able to provide people for unskilled jobs in industry as the jobs become available.

The Mission was also impressed with the managerial skills it observed among the businessmen it met.

In short, the factories and products seen and the people met were convincing evidence of Spain's ability economically to produce a tremendous range of products, from exquisitely wrought handicrafts and fine wines to complex and precise machine tools.

Interest favorable

The direction of Spanish thinking, on the part of both Government and business circles, as seen by the Mission, was also favorable for future economic growth. Successful execution of the Stabilization Program, recent moves toward economic integration with the rest of Europe, and official and private reaction to recommendations of the World Bank Mission all give promise for a strong forward movement of the economy.

In contacts with Spanish businessmen, the Mission found an intense interest in doing business, and many indications of a preference for doing business with the U.S. In the accompanying articles, these interests are defined and characterized; they are commended to the American business community for serious consideration.

Outlook in Spanish industry favorable for U.S. business

Developments in food, construction, metalworking, other fields spark interest in importing variety of raw materials, intermediates, machinery

Interest in raw materials, intermediates, and equipment for a number of industries was brought to the attention of the Trade Mission to Spain as developments in various areas were studied.

Principal fields in which Spanish businessmen expressed interest, and items requested, are summarized below. Some of the specific leads reported by the Mission are listed in the World Trade Opportunities and Investment Opportunities departments of this issue of INTERNATIONAL COMMERCE. Others have appeared in the issues of January 21, 14, 7; and December 31, 1962.

Food

Discussions regarding food preservation and marketing occupied a large part of the time the Mission spent in Spain. This industry deserves an important place in any consideration of Spain as it is today and as it may be in the future, for the following reasons:

- Present methods of food preservation and distribution are inadequate to provide all parts of Spain with foodstuffs already being produced and available;
- Food exports have long made up an important part of Spain's export trade, and offer greater promise of early increases than any other category of her products, but this opportunity can be realized to its full extent only through smoothing out seasonal fluctuations in supplies and producing the foods in a form which reduces the cost of their distribution; that is, by concentrating, freezing, canning, or drying;
- The quality of preserved foods produced in Spain must be brought up to the level attained by those now produced within the highly industrialized nations, for Spain to increase consumption of her products within those nations;
- Whether or not the Spanish Government embarks upon a general Economic Development Plan in the near

future, steps must be taken to raise the incomes of those people in agriculture; one of the most direct methods is to increase the value and broaden the market for farm produce—and upgrading and expansion of food preservation within Spain will accomplish this.

Canning of fruits and vegetables has been carried on in Spain for many years, but output is primarily consumed within the country. The Mission encountered several plants which export, and there is at least one plant whose entire output is shipped overseas.

One of the greatest obstacles to modernizing food processing and preservation is the fragmentation of the industry; reportedly, more than 1,400 different canneries operate in Spain, each under a separate management. Surely each of these units must have small output and meager financial resources.

Many businessmen felt that a series of amalgamations, or some other form of aggregation, such as cooperatives, must be formed to permit plant modernization and effective marketing techniques. The Mission found no basis on which it could disagree with this opinion.

The Mission heard many expressions of interest in importing equipment, intermediates, and raw materials for the food industry, such as:

Bakery, meat-processing, peanut-butter-making, and vegetable-oil-extraction equipment; stainless steel netting for olive paste; candy-making additives; casein; citrus juice extractors; corn (maize); edible oils; crude vegetable oils; fish, meat, soybean flour; soybeans; and tallow.

With respect to licensing for manufacture, interest was observed in apple pectin, enzymes, dried fruit, edible gelatins and oil (refining), meat concentrate, and vegetable dehydration.

A number of proposals for joint ventures were presented for fruit and vegetable canning, for olive oil packing, and for food freezing and cold storage.

Packaging, containers

The Mission met with few businessmen who demonstrated a full appreciation of the need for advances in containers and packaging in Spanish industry, particularly with reference to food. There were exceptions, however, and we were shown excellent examples of lithographed, key-opening cans produced by a firm having participation by a well-known American can manufacturer. An important problem regarding food packaging is the small size of the Spanish processing companies. Few of them have outputs big enough to make economical use of modern, high-speed, high-production machinery.

U.S. Machinery Mission to Spain

November 3-December 8, 1962

Visited six cities: Barcelona, Bilbao, Madrid, Sevilla, Valencia, Zaragoza.

Operated four Trade Information Centers equipped with commercial libraries: In Barcelona, at the Institute of North American Studies; Bilbao, Casa Americana; and Madrid, 1, Official Chamber of Commerce and 2, Official Chamber of Industry.

Met with businessmen: Held meetings attended by 1,080; had 1,050 personal interviews; visited 17 plants.

Presented 551 business proposals submitted by U.S. firms; 507 of these received response from 572 Spanish firms.

Reported 1,397 opportunities for U.S. firms: 716 for export of U.S. products, 171 for import of Spanish products, 234 for licensing of U.S. know-how; and 276 for joint ventures between Spanish and American businessmen.

An Institute of Packaging in Spain was visited by one of the Mission members. This organization is working to establish packaging standards and to promote the kind of packaging that will deliver Spanish products to overseas markets in better condition and help to sell them in competition with products of other countries. The Mission member reports that skill for improved packaging is available in Spain.

The best opportunities for expansion in use of packaging materials are in corrugated paperboard, cardboard, paper, and cellophane. Fresh foods, fruits, and vegetables, particularly in export, at present are shipped in wooden boxes and crates. Spain, not a large producer of wood, must import a part of what she uses. Double-corrugated paper boxes should reduce costs and freight. Fruit exports might well find use of papier-maché advisable.

In the strapping branch of the packaging industry, the Mission observed opportunities for both steel and wire strapping; however, little opportunity is seen as yet for plastic strapping. Packaging equipment and material businessmen indicated a desire to import, are:

Barrel staves and headings; bottle-making plant; paper for yarn making; plastic-lined paper bags; and machinery for bag closing, candy wrapping, edible-fat packaging, milk bottling, olive bottling, potato packing, and wine bottling, and for making corrugated board, crown cork, corrugated boxes, open mesh vegetable bags, and tin cans.

Licenses to manufacture plastic containers, and machinery for packing and wrapping, food packaging, and bottling and packaging are desired.

Joint-venture proposals were received for manufacture of plastic bags and bottles, egg cartons, corrugated paper boxes, and fiber-glass containers.

Electronic, electric items

Radio and television broadcasting, on a national scale, is carried on in Spain by Government-operated stations. No evidence was received as to how widespread is the ownership of television, but the Mission has the impression that this aspect of communications is still in an early stage of development.

Inquiries from businessmen, however, lead us to believe that there is a basis for expecting good growth in demand for electronic products.

Many electrical products are discussed in an accompanying article on consumer goods. Others, however—mostly industrial equipment and components—have caught the attention of Spanish businessmen:

Automatic coil-winding machinery, cadmium anodes, electrical tape, low-power communications, microprojectors, printed circuits, generators, electronic measurement instruments, light bulb coating machinery, electric industrial motors, grain-oriented silicon steel, silicon steel coils, closed circuit TV, transformer testing equipment, and walkie-talkie sets.

Contacts that might lead to licenses for manufacture of generators, electric motors, plastic electric switch components, relays, silicon rectifiers, transformers, and transistors were requested.

A few proposals were made for manufacturing joint ventures, for example, in electronic navigation instruments, television components, and transistors.

Metalworking

Scanty evidence of interest in expanding or modernizing operations in nonferrous metals came to the attention of the Mission. Production of copper alloys in the forms of sheet, strip, rod, and tube was brought up-to-date with adequate equipment soon after World War I, and capacity for electrolytic refining of copper was increased to the point of internal self-sufficiency.

An aluminum industry has been built in the past 10 years, comprising reduc-

tion plants, rolling mills, and extrusion mills. Present demand for aluminum and its alloys can be met by existing plants. On the other hand, fabrication of wrought aluminum products into final products (in particular, for the building trade) is still lagging.

With the obvious need in Spain for housing, office buildings, hotels, and motels, there will surely be an opportunity for fabricators of aluminum building supplies, such as windows, doors, venetian blinds, roofing materials, etc. Spanish architects, contractors, and building trades workers could all benefit from availability of such products.

The aluminum and zinc die-casting industry in Spain is relatively small. Managements of some of the existing plants are interested in changing their status from that of job manufacturers to producers of finished products, such as household appliances, office machines, and automotive parts. This interest rests on the assumption that their existing equipment, alongside of new machinery, can be used for such a changed or expanded operation.

One of the dangers of joint-venture proposals looking toward converting job-shop die-casting operations into producers of finished products lies in the prevailing structure of the Spanish metal-fabricating industry. In general, operations take the form of small, family-owned enterprises, with the disadvantage that one company tries to cover too much ground. In interviews with businessmen from the industry, the Mission sensed a tendency to fabricate too many articles, instead of concentrating on a few. For any joint-venture, a reliable market survey will be important in making final decisions as to articles to be manufactured.

The ferrous metals industry, in marked contrast, showed keen interest in forming a variety of business relationships with U.S. firms; this was particularly true of the heavy machine branch. The outlook for growth of the Spanish iron and steel industry, over the coming years, is good. Supplies of ore, acceptable coking coals, and developed skills are adequate. With respect to demand, the industry can look forward to the economic development of Spain, and the rising standard of living of Spaniards as well as of other nearby Europeans, all factors working toward increasing use of iron and steel products. Already, the Spanish machine tool industry has been so encouraged by recent sales to West European countries that they seriously discussed with Mission members the possibility of export to the U.S. It was pointed out to them that they will not find in the U.S. machine tool industry the same conditions of over-capacity operation and extremely long deliveries which have recently prevailed in Europe.

Many smaller plants producing or requiring wrought steel products are aware of the necessity of revamping existing obsolete equipment. One plant producing concrete reinforcing rod needs a new set of [illegible] melting furnaces and a new hot mill; another is looking for a continuous casting machine and a hot rod mill. A sheet producer plans to install a continuous strip galvanizing line. Several manufacturers of screw products indicated their intention to rejuvenate their production equipment.

The heaviest concentration of interest recorded by the Mission revolved around the products and needs of the metalworking industry. Requests for sources of supply of raw material most frequently were for nonferrous and ferrous scrap (including baled steel machine turnings) and aluminum and copper ingots. Supplies most frequently requested were carbide and ceramic cutting tools, cutting oils, drilling and grinding accessories (including drills), and saws.

The Mission received a number of expressions of interest in securing agency representation for U.S. machine tool manufacturers. There were also many requests for specific items of equipment, including:

Bending machines, drill presses, induction melting furnaces (coreless), forging machinery, gear cutters, grinders, grinding wheels, indexing heads, hand lathes, portable cutting equipment, milling machines, punch presses, shears, and steel-plate-forming, wire-cutting, and wire nail machines.

Among metal products to be imported into Spain, the most frequently mentioned were blackplate and tinplate, steel pipe, sheets and plates, and structural steel.

Interest in manufacturing under license was widespread in the metalworking industry. Licenses are desired for products such as:

Carbide cutting tools, ceramic cutting tools, cutting oils, bending machines, pipe benders, automatic grinding machines, grinding wheels, portable milling machines, hydraulic presses, mechanical presses, automatic punch presses, punch presses, shaping machines (30" stroke), shears, aluminum stampings, metal stampings, disc gears, and cold formed steel profiles.

Desire for formation of joint-ventures for manufacture followed much the same pattern as those for licensing:

Cutting tools (including carbide and ceramic tools), machine tools such as lathes, turret lathes, and screw machines, and mechanical and hydraulic presses; aluminum stampings; sintered metal powder pieces; screws; heavy sheet steel; steel cables; and structural steel.

MAIN STREET, MADRID: Avenida de Jose Antonio, one of Madrid's principal streets, illustrates the modern look of the progressive national capital.

Construction

Construction has shown steady growth in Spain, as measured by the 144% increase in cement output over the past decade. The first year of the Stabilization Program caused a setback in construction, but the industry has completed an average of 139,000 housing units annually for the past 3 years. By mid-1961, construction had recovered from the impact of stabilization, and during 1962 was moving ahead in domestic and commercial building, roadbuilding, and electric plant erection.

The outlook for the Spanish construction industry is considerably enhanced by several factors:

Growing numbers of tourists from Western Europe, many coming to Spain by automobile, must be provided with an improved and extended road system, and with increased hotel and motel facilities;

Increasing industrialization of the economy will bring about an increasing urbanization of the population, which will require the rate of housing construction to be stepped up to an estimated yearly rate of 232,000 units; and

Successful execution of an Economic Development Plan for Spain—as recommended by the World Bank Mission to

Spain—will produce a large increase in all branches of construction.

The high proportion of interests related to construction indicates a strong awareness of the favorable outlook for those activities. Numerous requests were made for contacts with U.S. companies that would lead to agencies or other forms of representation for construction equipment, roadbuilding equipment, and builders' hardware. There is also keen import interest in the following:

Brickmaking, cement-block, prestressed concrete, and concrete pipe machinery; road asphalting equipment; steel buildings; terrazzo polishes; locks; asphalt additives; protective coatings; waterproofing products; prefabricated houses; lumber; prefabricated structural steel framing; metal window frames; and vitreous wall coating and floor overlays.

Requests for contacts that could lead to licenses to manufacture U.S. products were related principally to roadbuilding equipment and construction machinery, but also aluminum windows and doors and prestressed concrete. The Mission also received expressions of interest in assembly, in Spain, of U.S. built roadbuilding equipment and construction machinery.

Proposals for formation of joint-ventures for manufacture of products related to construction were many and varied. One proposal was recorded for establishment of a joint-venture for rental of construction equipment. Some of the products proposed for manufacture were:

Aluminum windows and doors; marble finishing and polishing; asbestos-molding machinery; automatic elevators; prestressed concrete; earthmoving, paving, pneumatic roadbuilding equipment; plywood; and prefabricated houses.

Automotive vehicles

Production of automobiles and trucks in Spain has grown spectacularly. Combined output in 1960 was 55,348 vehicles; in 1961, 85,943; and production for 1962 is expected to pass the 100,000 mark. Tractors are also produced—6,885 in 1961 and probably more in 1962, a prosperous crop-year. Motorcycle manufacture totaled almost 96,943 units in 1961.

Auto output is dominated by a Spanish version of the Fiat (SEAT), but also includes a Spanish-made Renault Dauphine. Authorization has been given for construction of two new motor vehicle production plants, both joint Spanish-British ventures.

Spanish businessmen clearly have become impressed with possibilities for profit arising from activities related to the growing automobile industry. Agencies for U.S. suppliers of auto accessories and auto parts are wanted. Additionally, desire to represent or to import was expressed for products such as:

Brake components and parts, brake fluid, fire extinguishers, fuel additives, ignition systems, oil filters, trailers, handtools for auto assembly, and tools for auto repair.

A desire to manufacture under license was expressed for such items as:

Air filters, batteries, plastic battery separators, brake linings, heaters, hydraulic shock absorbers, ignition systems, mufflers and tailpipes, oil filters, piston rings, and trailers.

Interest was observed in joint-ventures to manufacture auto parts and accessories.

Industrial supplies

In the highly industrialized region of Spain, many opportunities exist for businessmen to deal profitably in industrial equipment and supplies. Almost every part of the country affords some customers for a dealer or producer of such products. Among the items businessmen wish to import, the most prominent are:

Antirust products, oil and gas burners, industrial detergents, enameling tools, sign enamels, diesel motors, paint solvents, pneumatic tools, process control instruments, small pumps, speed reducers, industrial tapes, control valves, gasoline motors, paints, varnishes, vises; and fire-fighting, arc welding, and well drilling equipment.

Licensing agreements were sought for manufacture of:

Antirust products, industrial boilers, blowers, centrifugal waterpumps, high-pressure hydraulic pumps, sewing needles, tape measures, tension gage wrenches, thermostats, pneumatic tools, welding machines, and spot-welding equipment.

Proposals for joint-ventures for manufacture were for these products:

Antirust products, industrial chains, industrial clip closures, industrial glue, small gasoline motors, marine paints, process control valves, refractory materials, roller bearings, elevated tanks.

Other industries

Interest in raw materials, intermediates, and equipment related to a number of other industries were noted by the Mission—predominantly in plastics and chemicals, pharmaceuticals, and office supplies and equipment. For these, as for industries in which major concentrations of interest were observed, Spanish businessmen desired the full range of relationships with their American counterparts: Importation, licensing, and joint ventures.

Technical skill sought in Spain

Potential seen for industrial, sanitary engineering services

Industrial and sanitary engineering are the two fields to which the U.S. consulting engineer could best turn his efforts in Spain.

Plans can only be approved and signed by members of the Colegio, so that affiliation with a Spanish consulting firm or engineer is desirable. About 7,500 Spanish engineers belong to the Colegio de Ingenieros, a professional engineering society. Membership requires a degree from a Spanish engineering school.

In general, the profession is strongest in hydroelectric power, buildings, airports, and highways. In industrial and sanitary engineering—the two phases which, with further economic development, will be most in demand—competence is available but experience has been limited.

Industrial engineering

The Spanish manufacturer is preparing to compete in the world market. He realizes that labor costs will increase and that more efficient and more modern methods will be necessary. Throughout the mission interviews, when an association with a U.S. firm was sought, the order of priority was: First, technical know-how; second, modern machinery; and third, capital.

In plants to be built, and in existing plants to be modernized, assistance is not necessarily needed in the process itself—that is, metallurgy, machine tool, food processing, packaging, chemicals — but rather in organization. Procedure which will improve plant layout, insure efficiency, increase production, maintain quality control, and select proper equipment are some of the phases of industrial technical knowhow sought.

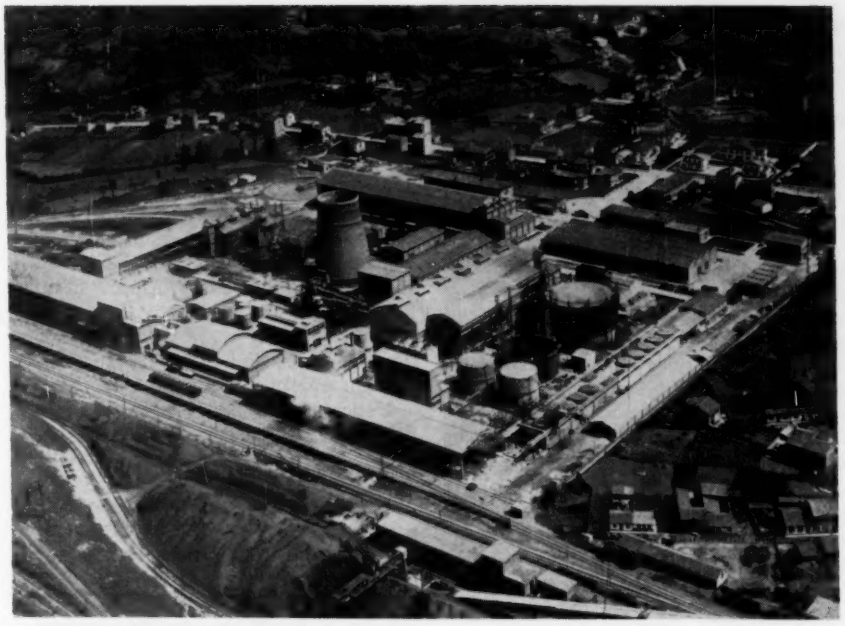
Sanitary engineering

As in the U.S., rapid industrial expansion in Spain is beginning to take its toll on Spanish waterways. In the regions of high industrialization, the rivers are becoming highly polluted; on one stream there are 120 pulp and paper mills. This is a serious problem in Spain for three reasons: First, the effect on the fish industry—fish is one of the major staples in the Spanish diet and constitutes a

portion of her exports; second, the possible effect on tourism and third unless measures are taken now to control pollution of waterways, many beaches will be lost to tourism.

Stream pollution

Recognizing this, the Government has taken steps, by a recent decree, to reinforce older decrees dealing with stream pollution. Also, it is anticipated that the Government will enforce the requirement that new industries construct waste treatment facilities in conjunction with their new plants, and that established industries do so within a 5-year period.



NITROGEN FACTORY: The increasing consumption of fertilizers in Spain has followed the expansion of irrigation, and over 600,000 tons of nitrate fertilizer were manufactured in Spain in 1962, up 3 times over the 1958 figure. Photo shows a nitrate fertilizer plant in La Felguera, Asturias.

Spanish products for U.S. market

Businessmen want to export food, chemicals, handicraft, furniture, toys, other items

U.S. imports from Spain are chiefly food, raw materials, leather, minerals, and chemicals. Shipments of furniture are growing.

The following products are representative of those which Spanish businessmen expressed a desire to export:

Apparel: Children's wear, men's slacks, men's coats and raincoats, dresses and lingerie, ladies' handbags, and metal frames for ladies' handbags.

Chemical products: Benzoate of soda, fumaric acid, menthol, oleoresin, perchlorethylene, rice starch, sodium and potassium silicate, and trichlorethylene.

Cosmetic products: Perfumes and preelectric shave lotion.

Food products: Almond paste candy, nougats, cocoa liquor, cream of tartar, dehydrated garlic, gelatins, grapeseed oil, piñon nuts, sardines packed in pliofilm, truffles, and wines.

Furniture: Carved wood furniture, antique reproductions, and aluminum kitchen and laboratory furniture.

Handicraft: Basketwares, ceramic figures, wood carvings, and handicrafted articles of religious significance.

Leather products: Tanned hides, belts, box calf, coats and jackets, gloves, shoes, and suede products.

Minerals: Ground, washed white barium, magnesite, marble, and steelite.

Textile products: Bed spreads, woolen blankets, carpets, felt products, lace, poplins, and tape.

Toys: Scale models of artillery, dolls, and games such as dominoes and mahjong.

Market favorable for healthy gain in U.S. exports to Spain; economic development seen

Country geographically well situated, some areas highly industrialized; tourism in upsurge, import liberalization expected to continue, investment controls eased

Factors are clearly present to permit a continuing and healthy growth in U.S. exports to Spain, the Trade Mission reports. Indications are that the Spanish Government soon will embark on a major economic development program. This should provide new demand for materials and equipment which U.S. producers are in a favored position to supply. Such a program will, in turn, have a secondary effect of increasing demand for traditionally imported products.

A large majority of the Spanish businessmen whom the Mission met reflected the favorable outlook for trade in Spain by their intense interest in increased quantities of a variety of products. While many businessmen desired to import, an almost equal number expressed the desire to manufacture in Spain under license or joint-venture arrangements.

The concept of a joint-venture in many instances extended only to the giving of an equity participation in return for know-how and process rights; and generally, the maximum expected contribution from an American partner consisted of machinery and equipment in addition to know-how.

U.S. exports increase

U.S. exports to Spain in 1961 reached a new high, both in terms of dollar values and in terms of their share of Spain's total imports.

The upsurge was brought about pri-

marily by two factors: For the second consecutive year, the drastic cut, by excessive rainfall, of Spanish cereal grain production, necessitating large imports of U.S. wheat; and extensive liberalization of imports by the Spanish Government, made possible by success of the Stabilization Program in mobilizing and increasing foreign exchange resources.

Spain's need to import wheat, it is already apparent, was a temporary influence on U.S. trade, as the crop harvested in 1962 is expected to be the second largest ever. Chances look good that Spain will not only be able to continue the import liberalization already in effect, but also to broaden considerably the list of items which may be brought in without license.

Well before the end of the year, it had become clear that 1962 would show another big increase in imports, from the U.S. as well as from Spain's other traditional sources. Largely due to an increase in revenue from tourism, Spain has been able to afford these increased imports, while building up foreign exchange reserves to a point where they were expected to reach $1.1 billion by the end of 1962.

The World Bank Mission to Spain has suggested that these reserves are quite adequate, given the present size of the Spanish economy and the need to avoid the risk that excessive reserves will interfere with economic growth.

Market characteristics

From a statistical point of view, Spain is somewhere between the industrialized and the developing nations of the world; per capita annual gross national production is about $300. Such a statistical concept, however, may be misleading for businessmen, especially with regard to Spain.

Actually, Spain has one region, the area around Bilbao, which is highly industrialized—to the visitor, reminiscent of Birmingham, England, or Youngstown, Ohio. Two other areas, around Barcelona and around Valencia, have been involved in overseas trade since before the beginning of written history; both were important outposts of the Roman Empire. On the Atlantic side, Sevilla was formerly a seaport of importance and could be again, by deepening the river channel to 28 or 30 feet from its present 18 feet.

Economic growth

Irregular and somewhat spotty growth has taken place in the Spanish economy during the 1952-61 decade. For example, per capita incomes (in constant pesetas) increased 26.2%; imports, 79.7%; exports, 52.7%; cement production, 144%; iron and steel, 171%; power, 121%; and coal, 16.1%.

The progress achieved becomes truly impressive when viewed against the background of the economic isolation in which Spain existed from the end of the Civil War ('39) until '59. At the end of World War II, Spain resumed trading with Western Europe and the Western Hemisphere, but every aspect of her foreign trade was stringently Government controlled. Foreign exchange transactions, imports, and exports were subject to prior approval from the Government.

Under such conditions, a highly artificial domestic industry developed—high-cost industry in many instances deficient in the quality of its products. It was also fragmented to a high degree, the purely private sector to an important extent made up of small, family-owned units.

Another result of the system of complex controls in practice was that a significant part of the foreign exchange which was actually being earned by the Spanish economy, particularly from tourism, was attracted away from normal channels, and away from the organizations which could use it constructively.

Stabilization program

In 1959, the point was reached at which the gross liquid foreign exchange resources at the disposal of the Government had dropped to $60 million, and outstanding claims on international account were in excess of this amount. The Government instituted a Stabilization Program designed to bring Spain's not inconsiderable resources into fuller participation with the growing economy of the rest of Europe, and to attract foreign exchange earnings back into normal trade channels. Aided by a substantial devaluation of the peseta, a continuation of booming prosperity in the rest of Europe, and American aid and military expenditures, this program has been spectacularly successful.

Tourism

From the experience of other countries which have passed through and recovered from currency crises, it is apparent that a period of stabilization such as Spain has gone through during the past 3 years usually produces extreme, and sometimes unbearable, pressures on at least some sectors of the economy.

The most welcome upsurge of tourism, primarily from Western Europe, eased this situation considerably. Although final figures for the year are not available, it is possible that as many as 10 million tourists came to Spain in 1962, and they may have spent as much as $500 million. Spain has become one of the first nations in the world in terms of tourism; however, this phenomenon stems from the prosperity of the rest of Europe as well as from the tourist attractions the country offers.

Trade restrictions

As an integral part of the Stabilization Program, the Spanish Government has undertaken to rationalize and liberalize import controls. Since 1959, a number of products that could formerly be imported only under license have been freed from this requirement. Expansion of the list of liberalized products is expected to continue. It is the understanding of the Mission that the ultimate objective is to eliminate all controls on imports except those which can be exercised through import duties.

Further steps the Government has taken toward freeing the flow of international trade are:

- Spain in 1959 became a member of the Organization for European Economic Cooperation (OEEC), which in 1961 became the Organization for Economic Cooperation and Development (OECD).
- Spain has announced its intention of adhering to the General Agreement on Tariffs and Trade (GATT).

The Government early in 1962 requested the Council of Ministers of the Common Market to initiate negotiations directed toward possible Spanish association.

Nat'l Institute of Industry

The National Institute of Industry (INI) is a Government organization that seeks to promote and finance creation and development of Spanish industries. It may also obtain the total or partial expropriation of any industrial or mining enterprise or may compel such an enterprise to enlarge its capital in order that the Institute may hold a majority participation. It now owns or controls enterprises in various fields, including mining, oil refining, electric power production, shipping, aviation, shipbuilding, motor vehicles, artificial fibers, steel, refrigeration, chemicals, radio transmission, fishing, nitrogenous fertilizers, banking, and tourism.

INI celebrated its 20th anniversary in 1961. Its chairman stated on that occasion that the INI does not aim at nationalization of the Spanish economy, is made up of incorporated companies, is organized to allow for participation of private capital, may be considered a

Government instrument for industrialization of the country without resorting to nationalization, owns installations worth $10 billion, and averages 40 to 42% private participation in its capital stock.

The Government in late November 1962 adopted a number of broad policy guidelines for future development. One of these states that the role of INI will be restricted to that of complementing private initiative and of combating monopolistic situations.

Investment

Since mid-1962, the laws and regulations of Spain have permitted, in respect of investments by foreigners in convertible currencies made after July 28, 1959, that all earnings and return of capital (including any profit resulting from sale of assets) may be transferred out of Spain at any time, without limitation.

Payments of license fees or royalties may be transferred if the agreement providing for them has received approval of the Government at the time it was entered into. Equity participations secured in return for technical assistance, patents, or licenses must be submitted for prior Government approval, and when this has been secured, the earnings or other realizations from such participation will also be transferable.

Participation by foreigners in Spanish firms is permitted, without the necessity of previous authorization, up to a maximum of 50% ownership. Such participation may take the form of purchase of securities in the open market, purchase directly from the firm, or by providing equipment to the firm.

Establishment of any plant, its expansion, or change of location, has required prior approval from the Government. This requirement has been applicable whether ownership of the plant is Spanish, mixed, or entirely foreign. These controls were eased somewhat in August and September of 1962. Further liberalization in this field is expected.

In instances where a participation by foreigners higher than 50% is desired, approval must be sought from the Government. On applications of this nature, the Government reportedly has approved more than 95% of the cases upon which it has acted. Applications have been approved which permit 100% foreign ownership. The Mission heard the opinion expressed that the Government would soon remove the requirement for prior approval of foreign participations in excess of 50% in all but specified industries.

To enjoy the freedom to repatriate capital and profits, all investments by foreigners must be registered at the Statistical Office of the Ministry of Commerce. Securities held in custody by financial institutions for the benefit of foreigners must be registered, but the identity of the beneficial owner need not be disclosed.

Benefits in more farm output seen

Interest shown in variety of supplies, equipment

Spain's agriculture, although declining in relative importance as a producer of national income, deserves the encouragement the Government has announced it will receive.

Exports are dominated by agricultural products and most of the countries to which these products are shipped do not themselves produce directly competitive items, thereby offering promise of expanded sales.

Also, although a large exporter of food-stuffs, Spain is also a regular and heavy imported of foods, representing a drain on foreign exchange supplies which could be lessened to some extent by greater and more diversified farm output. Spain will probably continue to be an importer of feed grains, protein supplements, vegetable oils, and oil seeds for crushing.

Agricultural exports at present include a large proportion of fresh produce, of which citrus fruits make up the biggest part. The Mission believes that fresh produce exports from Spain have about reached their economic limits, not only because as a luxury item their market in Western Europe is limited to the upper classes of a few large metropolitan centers, but also because at the present high level of trade a crop failure, or a temporary decline in production could be extremely costly to producers and could damage hard-won acceptance in European markets.

Spanish producers must now shift emphasis, the Mission believes, toward "processed" fruit, that is, concentrated and frozen juices. This will not only permit stabilization of supplies and elimination of seasonality, but will also provide products which can be offered to the mass markets of Western Europe. Canned juices are already exported; but if experience in the U.S. can serve as a guide, offering of chilled juice and frozen concentrates will greatly expand the markets.

BEACH SCENE: Taken at the popular resort city of San Sebastian, on the Bay of Biscay.

Some of the fruit and vegetable processors the Mission met realize that freezing offers the best chance for real expansion. As this attitude becomes more general, pressure will be strong on Spanish growers to increase output. Again using the experience of the U.S. as a guide, the Mission expects growers to turn to heavier use of fertilizers and insecticides as one means of increasing the quantity and quality of their crops.

Agricultural supplies

Heavy emphasis on importing products which contribute toward producing high-protein foods was evidenced by a number of requests for sources of supply for cattle and poultry feeds, baby chicks, concentrated organic fertilizers, insecticides, mowers, seeds, and veterinary medicines.

The desire of Spanish businessmen to manufacture under license and to established joint-venture manufacturing showed a similar concern for providing cattle and poultry feeds, insecticides, and veterinary products.

Agricultural equipment

Grain- and rice-drying equipment, harvesting machinery, lentil-grading equipment, irrigation pumps, submersible water pumps, and small tractors are among the agricultural-equipment imports wanted.

Proposals to manufacture under license were received for mechanical cotton pickers; grain-classifying, grain-cleaning, and grain-conveying equipment; and other items. Typical interests in joint-venture manufacture were for production of general farm implements, grain cleaning and classifying equipment, broiler equipment, and incubators.

Consumer goods production in Spain not adequate to meet growing market

Tourist trade, rising personal incomes spark increasing demand for products of improved quality

Spain manufactures a large quantity of consumer goods; but for several reasons the output is not adequate to meet demand, in either quality or quantity.

- The number of tourists who come to Spain every year—8 to 10 million—present an increased demand for consumer goods, particularly nondurables, and in many instances insist on products not traditionally consumed by Spaniards.
- Spain's long years of economic isolation have produced a consumer goods industry whose goods are often high-cost and of a quality not satisfactory to Spanish consumers.
- Personal income of the Spanish people has been rising, and this rise should accelerate under the influence of an effective economic development program; under existing economic conditions, increases in personal income should be almost directly reflected in increased demand for consumer goods for a number of years to come.

Nondurables

Nondurables for which the strongest desires were expressed include:

Apparel, such as lingerie, work clothing and used clothing; cosmetics, such as deodorants, skin cleansers, lipstick, perfumes, and beauty parlor specialties; foodstuffs, such as canned fruits (particularly pineapple), meats, soups, vegetables, cocktail tid-bits, and dietetic foods; aerosol products, insect repellants, disinfectants, and U.S. whiskies.

Interest in manufacturing nondurable consumer goods under license was frequently expressed, especially for baby foods, foundation garments, beer, and plastic toys and games.

An even greater interest was shown in joint-venture manufacture, with particular emphasis on:

Women's apparel, such as dresses, foundation garments, and lingerie; men's clothing, such as dress shirts, sport shirts, trousers, and work clothing; and cosmetics, such as perfumes and soaps.

Durables

Interest the Mission received relating to import of durable consumer goods reflects the rising scale of living in Spain. Principal emphasis was on:

Light home appliances, such as electric irons, kitchen blenders and mixers, electric cleaners and carpet sweepers; heavy appliances, such as room air-conditioners, freezers, and refrigerators; in knock-down condition for assembly in Spain, room air-conditioners, electric stoves, refrigerators, washing machines, water coolers, and water heaters; books; chain saws; costume jewelry; electric lighting fixtures; fiber-glass boats; kitchen ware; sofa beds; and transistor radios.

As Spain has a well-developed steel industry, and long experience in metal working, it is not surprising that the Mission encountered a number of firms desirous of manufacturing household appliances under license, as well as children's books (in translation), outboard motors, carpet sweepers, stainless steel ware, metal furniture, and aluminum venetian blinds.

Projects presented to the Mission related to joint-venture manufacture of durable consumer goods were heavily concentrated in the field of major kitchen appliances, but also included such products as pleasure boats (particularly fiberglass) and stainless steel ware.

U.S. Exhibitions Calendar

If you wish to exhibit or attend, write or telephone Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

JAN. 22-FEB. 8—LONDON Trade Center—Toys and games show

JAN. 29-FEB. 15—FRANKFURT Trade Center—Toys and games show

FEB. 8-FEB. 28—MEXICO CITY—International Trade Fair

FEB. 16-MAR. 16—MEXICO—Trade Mission

FEB. 26-MAR. 15—LONDON Trade Center—Heating, ventilating and air conditioning show

FEB. 28-MAR. 28—TRIPOLI—International Industrial, Commercial and Agricultural Fair

MAR. 5-APR. 12—BANGKOK Trade Center—Small Farm Machinery and Equipment show

MAR. 11-19—UTRECHT—Royal Netherlands Industries Fair (Commerce)

MAR. 12-29—FRANKFURT Trade Center—Automotive Service Equipment show

MAR. 31-APR. 8—LYON—International Fair (Commerce)

APR. 1-30—LONDON Trade Center—Department of Agriculture

APR. 2-26—TOKYO Trade Center—Industrial Instruments and Laboratory Apparatus show

APR. 6-26—CONAKRY—International Trade Fair

APR. 15-May 17—NETHERLANDS—Trade Mission

APR. 16-MAY 6—TOKYO—Tokyo International Trade Fair

APR. 30-MAY 24—BANGKOK Trade Center—Pharmaceutical show

MAY 4-JUNE 6—FRANCE—Trade Mission

MAY 4-JUNE 6—SWEDEN—Trade Mission

MAY 6-JUNE 23—TOKYO Trade Center—Dept. of Agriculture

MAY 9-26—PHNOM PENH—International Fair

MAY-JUNE—BELGIUM—(Tentative)—Trade Mission

MAY-JUNE—NORWAY-DENMARK—(Tentative)—Trade Mission

JUN. 1-20—BARCELONA—International Samples Fair (Commerce)

JUN. 9-23—POZNAN—International Fair

JUN. 18-JUL. 19—BANGKOK Trade Center—Business Machines and Office Equipment show

JUL. 9-26—TOKYO Trade Center—Automotive Service and Maintenance Equipment show

JUL. 14-AUG. 12—RIO DE JANEIRO—International Trade Fair

AUG. 19-SEPT. 20—TOKYO Trade Center—Department of Agriculture show

OCT. 1-18—TOKYO Trade Center—Photography and Science, Industry and Education show

OCTOBER—EAST AFRICA—(Tentative)—Trade Mission

OCTOBER—FEDERATION OF MALAYA—(Tentative)—Trade Mission

Austrian market hungry for American frozen foods

Market for 'French fries' is particularly promising; Embassy also reports good prospects for food processing, packaging, deep freeze and cold storage equipment

The accelerating expansion of the Austrian market for frozen foods offers promising sales opportunities for American agricultural products as well as food processing and packaging, deep freezing and cold storage machinery and equipment. Austria may also provide interesting opportunities for American producers of frozen foods who contemplate establishing their own distribution facilities in Europe according to the U.S. Embassy in Vienna.

Austria's per capita annual consumption of 1.25 kilograms (U.S.=2.2 pounds per 1 kilogram) of frozen foods lags far behind other West European countries such as England, Sweden, and West Germany, where the per capita rate is about 5 times as high.

Austrian consumers bought 2,700 metric tons of frozen fruit and vegetables, 4,000 tons of fish, 7,000 tons of poultry, and 1,300 tons of meat and other specialties in 1961, with a total value of approximately $17 million. About 80% of these foods were consumed in new households, mainly due to less conservative eating habits of young people, and because most young housewives hold full-time jobs.

Widespread use

Market research has further disclosed that 7 out of every 10 Austrian households now use frozen foodstuffs more or less frequently. About half of the country's 32,000 food retailers are already equipped to handle frozen foods.

Annual West European consumption, according to trade estimates, is expected to rise from the present 300,000 metric tons to around 1.5 million tons in 1970.

The following factors contribute to increased consumption in Austria:

❶ growing urbanization of the country, which contributes to increased distances between sources of supply and consumers of agricultural products;

❷ the establishment of large industrial enterprises where workers are fed collectively;

❸ the great number of employed housewives no longer able to spend much time on shopping and cooking.

Another factor may be the lack of trained personnel for the Austrian tourist and catering industry which will compel enterprises to make increased use of frozen foods. Frozen French-fried potatoes are not even produced or sold in Austria, yet the growing popularity of this type of food has been curtailed only by the time-consuming process of preparing it. During the summer and winter tourist season, Austrian hotels and restaurants have a huge demand for French-fried potatoes and an average restaurant serves about 300 pounds per day. American producers of frozen French-fries may find it worthwhile to further explore this opportunity of establishing a production line in cooperation with a local food processing firm.

Alliance loan, U.S. firm help Brazil's tire output

A factory to help increase Brazil's tire production will be built in the outskirts of Salvador, in the Northeastern state of Bahia, with the aid of a $2 million Alliance for Progress loan and technical help from a U.S. firm.

The project consists of the construction and full equipment of a carbon black plant with a capacity of 15,000 metric tons per year. Carbon black is used principally in the rubber industry to impart higher abrasion resistance, longer flex life, and other properties to natural and synthetic rubber.

Phillips Petroleum International has licensed the process and will provide technical and operating guidance to the company.

Total cost of the project will be $6.14 million.

Eximbank lends Hong Kong $30 million for U.S. cotton

The Export-Import Bank has announced 2 lines of credit totalling $30 million to Hong Kong banks for the purchase of U.S. raw cotton.

The credits will be available for a period of one year for purchases of cotton from the 1962-63 and 1963-64 U.S. crop years by Hong Kong spinners. Advances under the credits will be against the U.S. seller's drafts drawn on and accepted by the 2 participating banks. The drafts are payable in U.S. dollars. Several U.S. banks are expected to assist in the transaction by issuing letters of credit in favor of U.S. cotton suppliers at the request of the 2 Hong Kong banks.

The combined credits, the first made by Eximbank to Hong Kong for cotton, could enable procurement of about 215,000 bales. Hong Kong has no domestic source of raw cotton, and potential purchases under the Eximbank credits would equal about 45% of the territory's annual raw cotton imports.

G. W. University plans conference on EEC problems

The National Law Center of The George Washington University, Washington, D.C., will hold a two-day Conference devoted to the financial and legal problems facing American business operating within the European Economic Community (EEC). The Conference will be held in Lisner Auditorium, April 8 and 9.

Commerce Clearing House, Inc., of Chicago, publisher of the *Common Market Reporter*, will cooperate in the arrangements as co-sponsor.

Topics to be discussed are: Establishment of a business within the European Community; Taxes — European and American; Patents and Industrial Property; and Antitrust and Restrictive Business Practices.

A brochure will be issued in February. Inquiries may be directed to:

European Common Market Conference, The National Law Center, The George Washington University, Washington 6, D.C.

EXPORTS: BREAD AND BUTTER

An estimated 1 of every 13 workers on U.S. farms and factories earns his living from exports.

Record year for German publishers

More U.S. titles being translated; retail price liberalization proposed

During 1962, the German general book trade further strengthened. 1962 also appears to have been another good year for pocket book sales, the turnover for the first 6 months having been reported as 8% higher than that for the 1961 period.

In August 1962 the German Government recommended the abolition of remaining legal supports for the maintenance of fixed retail prices. This action and a growing trend toward discount merchandising in the retail sector caused considerable concern in the book trade.

1961 record

German's foreign trade in books had mounted again in 1961. The country's exports of books in that year were valued at $32.05 million and imports, at $14.50 million. Corresponding figures for the previous year were $28.75 million and $12.50 million, respectively.

Germany exported 11.8% of its production to the U.S. and, in turn, imported 5.6% of its foreign titles from this country.

German translations were prepared from titles representing 42 languages. Of total translations, French accounted for 20.3% and English, 53.6% (of this percentage, 24.5% were U.S. books, a 4% gain over 1960).

Australia's trade worsens; Japan leading wool buyer

Despite trade surpluses of $27 million in December and nearly $17 million in November, Australia still had a trade deficit of $74 million for the first 6 months of the 1962-63 financial year. She had a $253 million trade surplus for the same period last year.

Part of the deficit can be attributed to lower receipts from wool exports, which are running slightly below the previous year. Australia's best customer for wool continues to be Japan, which bought $92 million worth of total wool exports of $317 million in the first 5 months, almost twice the amount bought by Australia's traditionally largest customer, Great Britain.

Quarterly index

The quarterly index of articles appearing in INTERNATIONAL COMMERCE between October 1 and December 31, 1962 is now available. Free copies may be ordered from any Commerce Department Field Office or the Department's Office of Sales and Distribution, Washington 25, D.C.

Film production falls in Mexico

Low admission prices a factor; imports from U.S. hold up

The Mexican motion picture industry has been in a slump for the past 2 years. Imports of films have suffered slightly but U.S. films have more than held their own by comparison with other foreign films, the U.S. Embassy in Mexico reports.

Theaters generally are permitted to charge only 32¢ per person for first-run exhibitions and 24¢ for reruns. A large theater in Mexico City has been authorized to charge 64¢ for wide-screen super productions. These low admission prices are a factor in the slump in Mexican production.

There is little construction of new motion picture theaters, but an estimated $10 million is being spent on renovation of theaters, including those damaged by earthquakes.

Mexican production of feature films fell to 48 in 1961 from 89 in 1960 and a high of 109 in 1958. The average cost per film remained at about $90,000.

In the first half of 1962, 32 feature films were produced, but the rate of production during the second half of the year is said to be very low. The Government Film Bank advances from 40 to 80% of the funds necessary for production, with the balance raised by independent producers. It is expected that the shortage of funds with which to finance production, as well as modest receipts domestically and from abroad, may continue to restrict domestic production.

An estimated 400 feature films were released in Mexico during 1961, of which over 200 were of U.S. origin. Statistics for 1960 show that 441 films were shown in Mexico, of which 223 were from the U.S., 107 were Mexican, and 111 were from other foreign sources.

TV introduced in Indonesia

Incorporates Japanese equipment; expansion of system planned

Indonesia's first television station, RRI-TV, began operations late in 1962. Following an introductory live telecast of the Asian Games, Radio Republic Indonesia has been transmitting 2 hours a night.

Telecasts of the Asian Games were provided with a Japanese-built mobile television van and 10-kw. transmitter. Viewers within a 7-mile radius received surprisingly good coverage of the major sports event, the U.S. Embassy reports.

Programs now consist entirely of films —primarily old commercial movies produced by companies doing business in Indonesia, travelogs, government films and some material furnished by USIS. No newscasts are carried.

RRI-TV eventually hopes to set up a daily 8-hour broadcast schedule but no target date for this service has been announced. Plans have also been made to extend the network to include stations in 13 cities. Some experimental work has already been done with signal relays from Djakarta to Bandung.

The 625-line system has been adopted in Indonesia. RRI estimates that there are about 5,000 television receivers in the country, mostly of Japanese make. The government-owned electrical firm RALIN and another company named Perusahan Radio Transistor "Tjawang" are reportedly engaged in assembling sets from imported Japanese components.

The Indonesian Government plans to have 20,000 receivers distributed by the end of 1962 and 100,000 by 1963.

Dutch housing shortage expected to continue

The Dutch housing shortage will continue until 1970, according to a report of the Netherlands Economic Institute for the Building Industry. This forecast is based on the expectation that 850,000 housing units will be completed between 1960 and 1970.

The Institute estimates that the 1960 housing shortage totaled 280,000 units. The Ministry of Housing has announced that the number of housing units completed in 1962 will fall below the 1961 figure (82,687). Labor shortages have intensified the housing problem.

Banks, railroad, industrial firms in new group of 15 'E' winners

Tally of award winners includes organizations from coast to coast, PanAm gets second award, Firestone ceremony on TV

Four mid-January ceremonies in Chicago, New York and Washington added 14 new names to the "E-for-Export" honors list together with a second "win" for Pan American Airways—the first of its kind since the initial "E" ceremony was held at the White House early last year.

An industrial giant, Firestone Tire and Rubber Company, televised its earlier Washington ceremony on the "Voice of Firestone" program marking another first for "E' presentations.

Six banks with offices spanning the U.S. were also cited for their substantial help in boosting exports of American products as were the Chicago and Northwestern Railway and 6 Midwest firms.

Awards in Chicago

An Export Expansion Seminar on January 16, sponsored by the Illinois Trade Expansion Committee, the Chicago Regional Export Expansion Council, the Commerce Department Field Office and other organizations was the scene of one large group of awards.

National Export Expansion Coordinator Draper Daniels presented awards to the Chicago and Northwestern Railway Company; 3 Chicago firms: Sun Electric Corporation, Motorola Overseas Corporation and Imperial-Eastman Corporation; Rust-Oleum Corporation, Evanston, Ill.; Sanford Ink Company, Bellwood, Ill.; and Platka Export Company, Fort Wayne, Ind.

Seen on TV

On January 17, Secretary of Commerce Luther H. Hodges presented President Kennedy's "E" award for outstanding support of the Export Expansion Program to President Raymond C. Firestone for the Firestone Tire & Rubber Company of Akron, Ohio.

The Washington, D.C. ceremony was later incorporated as part of the "Voice of Firestone" program seen nationwide on the ABC-TV network on the 20th.

Cited for tourism

Pan American World Airways received their second "E" and their first for promoting overseas tourist travel to the U.S. on January 18 when Voit Gilmore, Director of the U.S. Travel Service presented a citation and blue-and-white "E" pennant to Willis Lipscomb, PanAm's Vice President for Traffic and Sales.

This ceremony was held in New York in the Overseas Press Club. In attendance were the 9 overseas regional managers of the U.S. Travel Service who have been in the U.S. for consultation on the 1963 program of promotion of tourist travel to this country.

Banks named

A conference sponsored by the American Bankers Association on January 22 in Chicago saw 6 of the nation's banks join the "E" winning ranks. Before an audience of some 800 to 1,000 bankers and bank employees, Secretary Hodges lauded these organizations for their active support of the Export Expansion Program.

Individual citations and "E" pennants went to the Bank of America, National Trust & Savings Association, of San Francisco; Rhode Island Hospital Trust Company, Providence; Bankers Trust Company, New York; Central National Bank, Cleveland, Ohio; First National Bank of Oregon, Portland; and Continental Illinois National Bank & Trust Company of Chicago.

Winning combinations

The 15 new "E" winners have used various techniques to boost exports of U.S. goods:

- Bank of America, with a worldwide system of branches and representatives, has sought agents for U.S. firms abroad and helped hundreds of its customers find overseas markets. Also publishes and distributes booklets on overseas marketing to help California exporters.
- Bankers Trust has used photographic exhibits, booklets and international advertising to develop sales of U.S. products abroad. Has worked with over 50 international trade organizations with a resulting heavy increase in financing of export sales.
- Central National Bank set out 2 years ago to get more Ohio manufacturers to export. Worked with more than 200 banks and business firms overseas and over 600 Ohio manufacturers to provide information on trade potentials. Conducted luncheon meetings to explain various facets of foreign trade.
- Chicago & Northwestern Railway, landlocked until the St. Lawrence Seaway opened, now hauls over 20% of all cargo moving out through the Seaway through the intensive export campaign it developed along its 10,700 miles of tracks.
- Continental Illinois National Bank set up branch banks in London and New York and an office in Zurich in the past 5 years and entered into overseas arrangements with other banks. Aided many small Midwestern manufacturers to enter the export business and has participated in all major programs for export expansion in the Chicago area.
- Firestone Tire has established world markets for its synthetics, plastics, chemicals, rubber products, metals and textiles in 135 countries and territories. A new product, stereospecific synthetic rubber, was successfully introduced into 19 foreign countries in less than 2 years through imaginative international advertising and skillful use of teams of technical experts.
- First National Bank conducted a program of international advertising to build overseas business for Pacific Northwest firms, published booklets on trade procedures, circulated trade opportunities lists to businessmen and visited manufacturers to convince them they should sell abroad. The bank's export financing grew several hundred percent.
- Imperial-Eastman developed a substantial overseas market for its tube and hose couplings and tools for the automotive, refrigeration and industrial businesses. An aggressive marketing program and participation in International Trade Fairs have more than doubled sales in the past few years.
- Motorola conducted an aggressive sales campaign overseas. Export shipments of communications products gained by over 100% in 1961 and consumer products by 58%.
- Pan American waged a successful campaign to promote business and pleasure travel to the U.S. from other countries through its own overseas sales offices, from thousands of cooperative interline airline offices in every world area and from U.S. bus and sightseeing companies. Pioneered with study tours for business and professional people.
- Platka sells products of a number of Midwestern manufacturers overseas. Has developed markets for several products formerly sold only in the U.S. and has helped companies, for which it formerly

ON CAMERA: Secretary Hodges and Raymond C. Firestone, president of Firestone Tire, pose for TV camera during "E" ceremony in Washington, D.C.

sold, to set up their own overseas operations.

- Rhode Island Hospital Trust provides southern New England business firms with a weekly newsletter on opportunities for overseas sales. Officials and staff participate in activities of world trade clubs, Department of Commerce and export expansion councils. In 1962, overseas trade transactions increased 71% over 1961.
- Rust-Oleum successfully developed new markets in Europe, the Far East and elsewhere despite severe competition from locally made rust-preventive products selling at far lower prices.
- Sanford Ink developed an export business and now ships 10% of its production overseas. Based sales campaign on advertising in local language the quality of its product and the fact that it was "Made in USA."
- Sun Electric markets its own products abroad and also sells those of 8 other manufacturers of related lines in the automotive and aviation maintenance fields. Through heavy participation in trade fairs, now has distributors in 68 cities in 48 countries. Sales have been growing steadily and in 1962 were 47% above those for 1961.

Eximbank loan to Firestone Tyre for new Bangkok plant

The Export-Import Bank has granted a $5 million credit to the Firestone Tyre and Rubber Company (Thailand) of Bangkok to purchase U.S. tire and tube manufacturing machinery for a new plant in the Bangkok area.

Total cost of the project is estimated at over $10 million, and completion is expected in late 1963. The new plant will produce 180,000 tires and tubes per year and will employ about 300 persons. In addition to tires and tubes other accessory items will be produced, bringing the plant's annual output to about 11 million pounds of finished goods.

U.S. engineering firm helps Liberian public works system

A field staff of the J. G. White Engineering Corporation of New York City is assisting the Government of Liberia reorganize its Department of Public Works and Utilities under a contract with the U.S. Agency for International Development (AID).

The project consists largely of training Liberian personnel of the department's engineering staff in various phases of engineering, maintenance of facilities and equipment, and related financial administration functions.

White Engineering representatives are already at work in the West African country under the 2-year, $762,500 contract signed in late December.

U.S. Fair brought meat to potter's rice

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Fred Otis occupies one of the chairs of literature in the Commerce Department because as managing editor he commits this journal every week.

Recently at a table in the National Press Club, which used to boast the only stand up bar in the District of Columbia, talk drifted around to small events that frequently influence international commerce and understanding. As somehow seemed likely in this conversation a sari-gowned, exotic, Asiatic girl somehow became the center of an enchanting bit of foreign intrigue.

"There was this exhibition of United States small industry in Ceylon," began Otis, a touseled fugitive from Chicago who wears wrinkle grooves instead of Purple Hearts to show for the headlines he's written in a half dozen cities.

"Next to the printing booth in Colombo, which I was operating, there was a man named John Middents, a technician from the Office of International Trade Fairs. And next to Middents there was this pretty Asian gal demonstrating how to make pottery.

"Now, you've got to understand that pottery in Ceylon is important. In the jungle villages pottery has been produced in little huts next to the temples for a thousand years. The water jugs and storage pots they make are as essential as plumbing and refrigeration in other parts of the world."

Mr. Otis, warming, took a letter from his pocket.

John Middents, it seemed, had become engrossed with what United States technology and know-how might do to a craft as old as the first Bo tree standing in the patio of a Buddhist priest. To this end he zealously travelled throughout the country, telling in the villages of new methods being demonstrated at the Fair and passing business cards as invitations.

Ceramic civilization came before textiles and in Ceylon very little had been done to change it. A glob of clay was thrown on a spinning wheel, which the craftsman drew into symmetrical designs. "Spinning on a cone-shaped pivot, turning on stone bushings, probably an inheritance from generations," wrote Middents, "left much efficiency to be desired from these ancient tools."

Persuaded, many villagers came to Colombo, sometimes walking a day and a night to get there, and sleeping in the fields along the way, but returned with the bright visions, brilliantly displayed by the kilns of the Denver Fire Clay Company and pottery equipment from Craftools, Inc., of New York.

Middents, before leaving for a new assignment in Lagos to commence work all over again on another Fair, persuaded the demonstrator, an educated young lady who studied in England and Germany, to gamble enough rupees to buy the equipment.

Recently Middents returned to Ceylon. The young lady is now head of the training schools and laboratories of Ceylon's Cottage Industries. Equipment is purchased regularly. New Ceylon pottery is of excellent quality with new glazes and discoveries increasingly used in the villages.

"Less abstruse, but proof of profitability," writes Middents, "is the welcome sight of meat beside the potter's rice."

Craftsmen are producing art products that represent the accomplishments of modern equipment when blended with ingenious and difficult techniques and heritages.

A happy ending? There's even more. The Germans, Japanese and Swiss have invited the enterprising, artistic, sari-clad maid to bring her discoveries to their countries.

Middents thinks the U.S. should do the same, for here we have dramatic proof of how a single person in a tiny country, because of a small trade fair, used United States products and know-how to change centuries of tradition. More than clay in potters kilns was kindled by firing a latent and obsolete art form to lustre and brilliance.

U.S.-Jamaica sign investment accord

AID can guarantee private U.S. investors against some losses

U.S. private investment designed to assist the economic development of Jamaica may be insured against certain losses, according to a recently signed agreement.

The agreement enables the Agency for International Development to guarantee new private U.S. investment in Jamaica against inconvertibility, expropriation or loss from war, revolution or insurrection. The U.S. Government may provide extended risk coverage against certain business losses.

AID guarantees U.S. investments for new ventures or expansion of those already underway which attract new capital.

Of the $270 million estimated foreign investment already in Jamaica, more than $60 million is from the U.S. A U.S. oil company is investing $15 million for a refinery; a Boston firm has built a $6 million jute manufacturing plant, and a U.S. aluminum company expects to invest $18 million for initial mining of bauxite. A $2 million resort hotel was opened by a U.S. firm in Kingston last August before Jamaica gained independence from Great Britain.

Investment incentives exempt foreign investors from the local income tax for 7 years and permit duty free imports of machinery and equipment for opening a plant. Raw materials are duty free when imported for the manufacture of products for export.

Jamaica's Industrial Development Corporation maintains 300 acres as an industrial site near Kingston, where more than 70 factories have located.

Details concerning the U.S. Government guaranties are available from the Investment Guaranties Division, Agency for International Development, Washington 25, D.C.

U.S. BUYS TURKISH GLASS

American demand for Turkish window glass is steadily increasing. A shipment of 155 tons was recently exported to the U.S., and further shipments are expected in the near future.

Bolivia will buy U.S. goods with 3 Alliance grants

Financial grants to pay for imports needed by Bolivia for rehabilitation of the country's railroads and to maintain Bolivia's foreign exchange position have been announced by the Agency for International Development.

Through the Alliance for Progress, AID is providing $1.5 million for imports of sugar, aviation fuel and other products for the Bolivian people.

Another $1 million will be used to purchase spare parts, track and electrical equipment manufactured in the U.S. and needed for railroads carrying Bolivian tin and other mineral exports to ports in Chile and Peru.

U.S. assistance of $3 million will support Bolivia's currency stabilization program in cooperation with the International Monetary Fund. Local currency of equal value to the dollars will help offset a balance of payments deficit and finance future economic development projects.

AID lends Dahomey Italian currency

Got funds thru surplus food sales; will be used to purchase capital equipment from Free World firms

A loan of $426,000 in Italian currency has been authorized by the U.S. Agency for International Development (AID) to assist in financing private development projects in Dahomey.

Proceeds of the loan will be re-lent by the Dahomey Government to the Dahomey Development Bank for further lending to private entrepreneurs and cooperatives for industrial, small business and agricultural projects. They may use the proceeds to finance the import of capital equipment from the Free World.

The Italian lire being lent to Dahomey were acquired by the U.S. through the sale of agricultural commodities to Italy. Such sales for local currency and the subsequent use of the foreign funds by the U.S. to assist another country are known as "triangular" transactions.

The Dahomey Development Bank will use the funds to extend medium and long term loans to enterprises in the fields of agricultural processing, building materials manufacture, and small trades.

Committee to study St. Lawrence tolls

To cooperate with Canadians in studying impact on trade

Secretary of Commerce Luther H. Hodges has announced the establishment of a Saint Lawrence Seaway Tolls Committee to study the adequacy of toll charges now in effect for the Seaway.

The Memorandum of Agreement on Saint Lawrence Seaway Tolls entered into between Canada and the U.S. in 1959 when Seaway facilities were opened to navigation for deep draft vessels calls for a report to each Government no later than July 1, 1964, respecting the sufficiency of the authorized tolls to meet statutory requirements. Under the law, these facilities must be self-liquidating and self-supporting. The work of the Tolls Committee will be preliminary to the preparation of the U.S. report.

The Canadian Government has established a similar committee, and although each committee will consider the interest of its own country, close cooperation and negotiation is planned between the 2 study groups.

The study will involve a review of Seaway traffic estimates, a revaluation of the development of potential markets and producing areas, as well as a consideration of the impact of the tolls structure on our foreign and domestic commerce.

Details on the submission of information and appearances at public hearings will be announced at a later date.

Zinc imports will be investigated

The Tariff Commission has issued notice of an investigation (TEA-W-1) under section 301(c)(2) of the Trade Expansion Act of 1962 on petition filed on behalf of workers of zinc mine operated by the New Jersey Zinc Company at Hanover, N.M. The petition claims that as a result of trade agreement concessions, unmanufactured zinc is being imported in such increased quantities as to cause the unemployment of workers of the Hanover mine. Requests for copies of the Commission's notice should be addressed to the Secretary, U.S. Tariff Commission, Washington 25, D.C.

End to practices curbing banana exports sought

Inter-American group meets in Washington to draft reforms

Banana exportation problems are being explored by an action group meeting at the Pan American Union in Washington, D.C., under a resolution approved at the First Annual Meeting of the Inter-American Economic and Social Council at the Ministerial Level, Mexico City, Oct. 22–28, 1962 (INTERNATIONAL COMMERCE, Nov. 5, 1962, p. 8).

Five nations

The group, representing Costa Rica, Ecuador, Honduras, Panama, and the United States, is studying: (1) present and prospective trade policies and agreements affecting Latin American banana exports; (2) earlier work and plans to give greater impetus to the Special Group on Tropical Products of the General Agreement on Tariffs and Trade, and ways in which Latin America can contribute to this effort; (3) difficulties facing Latin American banana-exporting countries if the United Kingdom joins the European Economic Community; and (4) measures to be taken by Latin American countries, separately or through the Organization of American States, leading to a solution of problems affecting banana exports to the European Common Market countries.

This study group is to report its recommendations to the Inter-American Economic and Social Council during February 1963, at the latest.

Norway's 10% tariff slash brings EFTA cuts to 50%

A 10% tariff cut on industrial imports from members of the European Free Trade Association (EFTA) has been enacted by Norway's parliament, the U.S. Embassy in Oslo reports. The effective date was Dec. 31, 1962—4 months earlier than originally planned.

This action brings the total mutual tariff advantage enjoyed by EFTA nations to 50%. For earlier EFTA moves, see INTERNATIONAL COMMERCE, July 2, 1962, p. 38.

Mexico lengthens import-control list

Mexico's Ministry of Industry and Commerce has added six categories to its import-control list: activated carbon, flat files, prepared foodstuffs and edible preserves, industrial sewing machines and their parts, pressure gauges, and brushes for electric dynamos and motors. In addition, import control on spark plugs for explosion motors was extended to include entries into Mexico's free zones and perimeters.

Tariffs items affected are:

Effective Dec. 12, 1962—501.28.05 Activated carbon, being carbon which discolors, in 5 minutes, after shaking and filtering, a 1/1000 solution of methylene blue, by placing 5 grams of the sample in 250 cubic centimeters of solution.

Effective Dec. 22, 1962—721.01.08 Files, flat and half-round, of iron or steel (restriction refers only to flat files).

Effective Dec. 29, 1962—063.01.99 Foodstuffs of vegetable origin, prepared or preserved, not specifically mentioned, in non-airtight containers. 063.02.99 Foodstuffs of vegetable origin, prepared or preserved, n.s.m., in airtight containers. 092.00.99 Edible preserves of animal origin, whether or not containing vegetable or mineral products in any proportion, not in airtight containers, n.s.m. 092.01.99 As above, in airtight containers, n.s.m.

Effective Dec. 31, 1962—715.02.02 Sewing machines when it is proved to the General Directorate of customs that they have the characteristics of machines for industrial use. 743.03.03 Separate and spare parts identifiable as being intended for industrial sewing machines. 880.03.13 Pressure gauges.

Effective Jan. 2, 1963—742.11.00 Brushes with a basis of carbon or graphite, with metal connections, used for the commutation of electric current in dynamos and motors. 741.01.00 Spark plugs for explosion motors (restriction includes free zones and perimeters).

Ghana: import licenses

In an effort to reduce its foreign trade deficit, Ghana has announced removal of several foods from the list of items importable under Open General License, the U.S. Embassy in Accra reports. These foods, now requiring prior importation licenses, are corned beef, mackerel and sardines, rice, wheat flour, and cube sugar.

At the same time, it was announced that importers must furnish documented evidence that they have obtained the lowest possible price on the products to be imported.

Irish market beckons U.S. wheat exporters

Ireland has imposed a $9.80 (£ 3 10s.) duty, effective from Dec. 6, 1962, on each long ton of imported milling wheat. While the primary purpose of this duty is to cover Government losses caused by buying unmillable wheat from domestic farmers at higher prices and selling it as feed at reduced prices, U.S. wheat exporters are believed to have a good chance of increasing their share of the Irish market.

As a result of Ireland's poor wheat harvest in 1962, only 150,000 long tons were millable. Approximately 210,000 long tons will have to be imported, compared to the normal 90,000. This and the fact that Irish millers last summer visited the U.S. to investigate American wheat prices and quality, brightens prospects for U.S. exporters.

Chilean President may fix Arica import surcharges

Chile's President is authorized under a new public wage adjustment law (No. 15,077) to fix surcharges on items imported into Arica Free Port but prohibited from importation into the rest of the country, the U.S. Embassy in Santiago reports. Previously, only regular customs duties applied to Arica imports.

All imports of motor vehicle parts for Arica's automobile assembly industry will now be subjected to surcharges which can be as great as 100% of cost, insurance and freight value but no more than 50% of surcharges on such imports into the rest of the country. In addition, all imports into Arica instead of just permitted list goods will now be paid for by foreign exchange purchased at the bankers' official rate (currently about 1.65 escudos to the dollar).

TAIWAN-NIGER PACT

Under a recent agreement, Taiwan will assist Niger in training technical personnel and planning agricultural development projects.

Finland again cuts non-tariff controls

Finland, acting to reduce its remaining non-tariff trade controls, recently announced the lifting of import license requirements from 343 additional tariff items, the U.S. Embassy in Helsinki reports.

A large percentage of products entering Finland from the U.S. is now free of import licensing requirements. Most U.S. goods still subject to controls may be imported under global quotas.

Freed items include:

Certain fish; certain preserved and canned fish; dates; coconuts; rice; seeds for sowing; specified vegetable and animal oils; sulphuric acid; collodial precious metals and amalgams of precious metals; benzene; pyrotechnic articles; matches; saddlery and harness; specified woven fabrics and net fabrics; various types of felt; shawls and scarves; used clothing and clothing accessories; worked monumental and building stone; specified articles of cement; glass mirrors; bottles; fireproof table and kitchen ware; specified articles of glass; chains; anchors; safes; filing cabinets; lamps and lighting fittings; airplane motors; vacuum cleaners; furnaces and ovens; electric induction and dielectric heating equipment; specified items of electrical equipment; specified kinds of toys for children; lighters, smoking pipes; and vacuum flasks.

In a related move the Government increased remaining quotas so that in 1963 importers of goods still subject to global quotas may spend up to 20% more for their purchases abroad.

Nicaraguan warehouse firm to begin operating in summer

Nicaragua has authorized a newly formed company, Almacenadoras Maritimas (ALMAR) to operate general deposit warehouses in Managua and principal ports, the U.S. Embassy in Managua reports. The new company, formed under the General Warehousing Law of 1942, is expected to begin actual operations after June 1963.

ALMAR, like the already established Almacenadora del Pacifico (ALPAC), will issue fully negotiable receipts for merchandise deposited. Documents to be issued include a warehouse receipt certifying that a certain quantity of merchandise has been deposited and a chattel mortgage bond stating that ALMAR has given to the depositor a certain sum for which the merchandise is the guarantee.

In addition to issuing negotiable documents, ALMAR will function as a bonded warehouse permitting importers to maintain stocks of merchandise within the country but without having to pay import duties until final sale.

Import deposits cut by Japan for 300 items

A sharp cut in import deposit rates for some 300 items was announced recently by Japan's Ministry of International Trade and Industry.

The maximum rate in the new schedule is 5% in contrast to the 35% previously applicable to certain commodities.

In general, the deposit rate for raw materials was reduced from the former 5 to 1%, for office equipment from 10 to 1%, and for consumer items from 35 to 5%. The move is part of the Government's current program to ease its tight money policy now that the balance-of-payments situation has substantially improved.

Wheat, rye import quotas established by Germany

West Germany has established import quotas of unannounced size for wheat and rye, the U.S. Embassy in Bonn reports.

Trade circles estimate that the Import and Storage Agency for Grains and Feeds (Einfuhr-und Vorratsstelle) will buy about 30,000 metric tons of durum wheat and 50,000 metric tons of rye from practically all non-Eastern Bloc countries (including the U.S.).

Further information about these products may be obtained from the Einfuhr-und Vorratsstelle, 40 Adickesalle, Frankfurt/Main.

GENOA PORT COMMERCE UP 24%

The 1962 commerce of the port of Genoa totaled 28 million tons, up 24% from 1961. Receipts increased by 25.2% to a total of 24.3 million tons, of which 12.9 million were tons of liquid fuels. Shipments were 3.7 million tons, up 16.8% from 1961. Passenger traffic rose by 3% to a total of 450,000.

Liberia passes luxury taxes, protects beer

President to sign amendments to Revenue and Finance Law

Higher prices on certain imported commodities are expected in the wake of two bills now awaiting Liberian President Tubman's signature, the U.S. Embassy in Monrovia reports.

One, "An Act to Amend the Revenue and Finance Law With Respect to Luxury," imposes a tax of $2 per 4/5 U.S. quart on gin, whiskey, brandies, liquors, rum, cordials, champagne, prepared cocktails, bitters, and alcoholic beverages not especially provided for.

Air conditioners, automobiles, and passenger buses will each be taxed 5% ad valorem. These taxes, replacing luxury taxes now in effect, will be in addition to current customs duties. Dealers are expected to pass the increased costs along to consumers.

Beer, liquors

The other measure, "An Act to Amend the Revenue and Finance Law to Provide for an Increase in Duty on Beer and Other Malt Liquors," assesses a duty of $1.92 per U.S. gallon on beer, ale, stout, porter, and other malt liquors.

The first act is expected to produce revenue, the second has been called a protective measure. It is predicted that the new duty will enable local breweries to raise prices on Liberian beer and still sell it for less than imported beers.

Norway sets ¼% tax for foreign development aid

Norway's Parliament has passed an administration-sponsored development-aid tax, the U.S. Embassy in Oslo reports.

This new tax of ¼% levied separately on corporate and personal incomes will be earmarked for foreign development assistance only. The tax is expected to bring in about $7.05 million (50 million crowns) in 1963, almost covering the total 1963 aid budget of $8.009 million (56.8 million crowns).

Reports from Trade Mission to Spain spell out new leads for U.S. firms

Joint ventures and license arrangements pinpointed in array of production lines—machine tools, pumps, glass tubing, bridges, appliances, electronics, textiles, foods, wood machinery, boats; new plants to be built, old plants to be modernized

The third and final group of investor opportunties uncovered by the recent U.S. Trade Mission to Spain follow. Other openings for American firms appeared earlier in IC issues of January 14 and 21.

Many varied opportunities in industrial and consumer goods call for joint ventures, others for licenses. In addition, several licenses and a patent for folding tables, a bleaching machine and a glass cutter are offered by Spanish groups.

141 Marble mining

Concessionaire for marble mine seeks joint venture to obtain machinery, capital and know-how to exploit the mine. Ricardo Bayod Uson, Aptdo. 415, Zaragoza.

151 General building contractors

Construction firm engaged in building roads, buildings, canals and bridges seeks joint venture with U.S. construction firm to improve its operation. Construcciones Selles S.A., Fernando el Catolico 79, Valencia.

201 Meat products

Canner of preserved meats, sausage and delicatessen meats seeks joint venture to obtain capital and know-how to build new plant. Embutidos Dorado, General Ricardos 79, Madrid.

203 Food preserving

Joint venture to establish a cannery for peaches, pears and other fruits and vegetables sought by wholesaler of foodstuffs. Ignacio Delgado Gonzales, Burgohondo (Avila)

Canner of tuna, sardines and anchovies in brine and olive oil seeks joint venture to increase production. Forascepi Hnos., S.L., Lastres (Oviedo)

Seeks technical know-how and capital to establish facilities to dry and/or can fruits. Antonio Cubenas Azares, P. Independencia 34, Zaragoza.

Joint venture to obtain capital and know-how for fruit and vegetable canning sought by canner of artichokes, peaches, apricots and preserves. La Agramadora, Aptdo. 4, Orihuela.

204 Grain mill products

Flour manufacturer seeks joint venture with U.S. flour mill. Ildefonso San Roman, San Segundo 8, Avila.

Producer of food and meal for animals seeks joint-venture animal feed firm. Andres Molina Hernandez, Avenida Campanar 102, Valencia.

Pharmaceutical firm seeks license to manufacture poultry food. Laboratorios Cera, Copernico 14-18, Barcelona.

Flour mill seeks joint venture to obtain capital to modernize mill. Hijos & Hermanos de M. Barroso, Malagón (Ciudad Real).

208 Beverage industries

Bottler of fruit juices wants joint venture to obtain capital to build new bottling plant. Fruco Concentrados S.A., Gran Via 32, Bilbao.

209 Miscellaneous food preparations

Manufacturer of olive and vegetable oils and margarine seek joint venture with U.S. firm which will provide cottonseed oil. Sres. Pablos E Hijos S.A., Marques de Paradas 18, Seville.

Olive oil producer is interested in joint venture for packing olive oil. Ramon Guillen S.A., Gonzalo de Bilbao 25, Seville.

220 Textile mill products

Manufacturer of textiles and wearing apparel desires joint venture with textile manufacturer to expand product line. Paulino Moreno Porras, Gonzalo Bilbao 8, Seville.

223 Wool fabrics

Manufacturer of woolen textiles seeks capital and know-how to expand. Hijo de Leandro Tellez, Hotel Monopole, Béjar (Salamanca).

229 Miscellaneous textile goods

Producer of cotton sacks and tarpaulins wants joint venture for expansion and new machinery. Ferrandez & Compania S.L., Alejandro Seiquer 11, Murcia.

230 Apparel

Manufacturer of children's outer clothing, for infants through teenagers, wants joint venture to increase production. Milmor Espana, General Moscardo 33, Madrid.

232 Men's clothing

Manufacturer of nylon and cotton clothing seeks joint venture to produce men's pants and shirts. Risuan S.A., Abtao 33, Madrid.

234 Womens' undergarments

Joint venture with know-how to manufacture girdles and brassieres sought by ladies' underwear firm. Novo-Confecciones Artesania, San Bernardo 85, Madrid.

243 Prefabricated wood products

License to produce low-cost housing construction systems sought. Will also consider joint venture and direct investment. Casa Balcazar S.A., Disputacion 249, Barcelona.

Manufacturer of electrical supplies seeks license or joint venture to produce prefabricated houses. Guerin S. en C., Via Augusta 23, Barcelona.

244 Wooden containers

Wood and wood products manufacturer seeks joint venture or licensing agreement to expand and adopt new techniques of manufacturing wooden crates and baskets. Francisco Pampillon Rodriguez, Plaza Republica Ecuador 3, Madrid.

249 Miscellaneous wood products

Producer of wood poles seeks investment and know-how for creosote impregnation. Grupo Lemos y Forestal S.A., Juan Bravo 42, Madrid.

264 Plastic bags

Manufacturer of plastic bags for industry and food products seeks joint venture to obtain new plant equipment and modern methods. Jose Iturrioz Ibarlucea, Vergara 12, San Sebastian.

265 Paperboard containers

Corrugated box manufacturer seeks joint venture with similar firm and also wants to establish a facility for making corrugated cardboard. Cartonajes La Albericia S.A., La Albericia 41, Santander.

275 Commercial printing

Printing plant seeks joint venture to modernize facility. Comercial y Artes Graficas S.A., Jose Antonio 719, Barcelona.

281 Industrial chemicals

Automotive parts manufacturer wants license to produce oil additives, cleansing agents and other automotive chemical products. Almacen Industrial I.F.S.A., Fernando VI, 10, Madrid.

Manufacturer of ceramic colors and enamels wants know-how and manufacturing license for pigments used in production of enameled surfaces. Colores Ceramicos Elcom, Juan Bta. Perales 7, Valencia.

282 Plastic materials

License or joint venture to manufacture polvethylene film, monofilament, sheeting and paper coating for packaging field sought by plastics firm. Interplastica, S.A., Av. del Oeste 48, Valencia.

Manufacturer of chemicals and plastics seeks licensing or joint venture arrangement with U.S. plastics firm. Norka Espanola S.A., Lago Constanza 37, Madrid.

283 Drugs

Manufacturer of medical products seeks license or joint venture to make drugs such as the sulfas, tranquilizers and others. Laboratoiros Artiach S.A., Moncayo 9-11, Zaragoza.

Pharmaceutical firm is interested in producing U.S. pharmaceuticals under license or joint venture. Laboratoiros Maipe S.A., Lozano 5, Madrid.

License sought to manufacture pharmaceutical products and specialty vitamins. I.C.O.A., Ibanez de Bilbao 2, Madrid.

284 Soaps, cosmetics, perfume

Manufacturer of olive soap and perfume wants license to produce soaps, cosmetics and perfume. Felix Gasull S.A., Via Layetana 120, Barcelona.

Detergent manufacturer wants joint venture to produce latest type atomized detergents for bulk distribution. Suministros Besser, Burriana 5, Valencia.

307 Plastics products

Manufacturer seeks license to build PVC plastic molding plant. Beistegui Hnos., S.A., Vitoria.

311 Leather tanning

Leather manufacturer seeks joint venture to reactivate 3 large tanneries which have been shut down for several years. Curtidoras Alonso Rato, Ltda., Foncala 20, Oviedo.

322 Glass

Neutral glass manufacturer wants joint venture to produce glass tubing. Vidrios Belgor S.A., Arquitecto Alfaro 41-47, Valencia.

329 Refractory material

Manufacturer seeks joint venture to manufacture specialized refractories. S.A., La Albericia, Aptdo. 162, Santander.

345 Screw machine products

Joint venture wanted by metal fastener firm to expand present business and to engage in production of screw machine products. Tornillerias del Sur S.A., Lopez Azme 3, Seville.

352 Farm machinery

Agricultural implements manufacturer seeks license to make small cultivating machines. Construcciones Metalicas B.J.R., S.A., Hospital 1, Valencia.

Heavy machinery manufacturer wants joint venture for technical assistance and additional machinery to expand present operations and to add a farm implement line. Jose Lapetra S.A., Cuesta del Rosario 10-16, Seville

353 Construction, materials handling equipment

Firm engaged in electrical and electromechanical installations on cranes seeks license to manufacture cranes for transfer of machinery within plants. Electromecanicas Syme, Renteria (Guipúzcoa).

Manufacturer of farm machinery and road building equipment seeks license to produce asphalt equipment for paving roads. Industrias Lebrero S.L., Carretera 3, Milagro (Navarre)

Materials handling equipment manufacturer seeks license to produce latest type equipment such as hoists, conveyors and car loaders and unloaders for ore, coal and other bulk material. Jose Almagia, Buenos Aires 4, Bilbao.

Engineering and manufacturing machinery firm seeks license or joint venture to make fork-lift trucks. Grasset S.A., Genova 12, Madrid.

354 Metalworking machinery

Machine tool manufacturer wants license to produce small lathes, grinding machines and fitting apparatus for presses and machine tools. Cooperative Industrial Favram, Anastasio Aroca 19, Madrid.

Manufacturer of machine tools seeks license to make U.S. type metalworking machinery. Urbano Conde, Barrio Urasandi, Elgoibar (Guipúzcoa).

Lathe and drill press manufacturer wants joint venture to modernize machinery and obtain U.S. know-how. La Industrial Electromecanica, S.A., Carlos Haya 1, Bilbao.

Machine tool manufacturer seeks joint venture to make U.S. equipment. Marco y Nogues, Ferrant 8, Madrid.

355 Special industry machinery

Flour milling machinery firm seeks joint venture to expand operation by installing new machine tools. Juan Canal Cruanas, Mallorca 643, Barcelona.

Manufacturer of woodworking machines seeks license to fabricate bottling and packaging equipment. Construcciones M. Claramunt. Fray Luis de Leon 85, Sabadell.

356 General industrial equipment

Manufacturer of transmission gears and speed reducers seeks license to produce hydraulic couplings for ship propulsion. Talleres de Lamiaco S.A., Moises Perez y Cia., S.A., Eduardo Costa 21, Las Arenas (Vizcaya).

Compressed air equipment manufacturer seeks joint venture to make hydraulic pumps and power transmission. Estanislao Duran E. Hijos S.A., Plaza de las Cortes 4, Madrid.

Manufacturer of hydraulic centrifugal pumps seeks license to produce centrifugal pumps. Volom S.A., Av. de Madrid 227-229, Zaragoza.

358 Service industry machinery

Refrigerated show-window case manufacturer wants to produce U.S. refrigeration equipment. Frikey S.A., Alexander Ferrant 8, Madrid.

Manufacturer of complete line of refrigeration compressors and evaporators seeks joint venture to produce fishing fleet and transport refrigeration equipment. Torrens y Barrio S.R.C., Huertas de la Villa 12, Bilbao.

License sought to manufacture equipment to treat water, sewerage and industrial waste. A.T.E.C.A., Barroeta Aldamar 7, Bilbao.

Manufacturer of pressure filters and pumps seeks licensing arrangement for fabricating industrial and sewage treatment equipment. Maquindus, Ltd., Paseo del Prado 24, Madrid.

362 Electric welding apparatus

Manufacturer of welding machines for ribbon saws used in wood industry seeks license to build full line of welders for use by other industries. Manufacturas Ainz, Espartero 48, Bilbao.

363 Household appliances

Electric household appliance manufacturer seeks license to produce irons, fans, air conditioners, heaters, lamps and other household items. Vano, Sanchez y Compania S.A., Bailen 19, Alicante.

Screw products manufacturer seeks joint venture or license to make household appliances. Industrias Tormec S.L., Valderribas 59, Madrid.

367, 369, Electric components, ignition systems

Electronic products manufacturer seeks license or joint venture to produce transistors, components, TV sets and other electronic products. Piher S.A., Riera Canado s/n, Badalona, Barcelona.

Manufacturer of TV sets, phonographs and radios seeks license to make electronic components. Radio Hispano Suiza S.A., Fernando Puig 49, Barcelona.

Producer of ferrites for electronics industry wants license to manufacture electronic components and other electrical and automatic ignition systems. Sociedad Industrial de Electromagnetismo S.L., Puerto del Sol 11, Madrid.

373 Ship building

Wooden boat manufacturer seeks license to make plastic sporting craft from 15 to 21 ft. in length. Cida S.L., Proquinza S.L., and Satyc, S.A., Cuena 1, Seville.

Manufacturer of protective plastic coating seeks joint venture to build glass fiber boats. Protecciones y Recubrimientos S.A., Espronceda 326, Barcelona.

374 Railroad equipment

Railroad car manufacturer seeks joint venture or license agreement to make freight, bottom pump, tank, ingot and other specialty rail cars for steel industry. Compania Auxillar de Transportes, Jose Antonio 20, Madrid.

396 Buttons

Metal button manufacturer seeks joint venture to obtain new machinery and participation in firm's management. Emilio Munoz Garcia, Béjar (Salamanca).

541 Grocery stores

Supermarket seeks joint venture to expand and to obtain new merchandising methods. Autoservicio Noel S.A. y Establecimientos Noel, Marques de Sotelo 4, Valencia.

Licenses, patent offered

251 Household furniture

Manufacturer of folding tables of wood and metal construction offers license for the U.S. production of its special tables. Jose Maris Oscoz Sanchez, Ibanez de Bilbao 6, Bilbao.

355 Special industry machinery

Patent rights on a bleaching machine offered for sale. Valls, Rosendo Arus 47-49, Barcelona.

399 Miscellaneous manufacturing

License offered for production of small diamond cutter used to cut the necks off glass ampoules when giving injections. Antonio Sanchezmora, Paseo de San Martin Valdeiglesias 8, Madrid.

Eight new manufacturing projects in India call for venture capital, technical assistance, equipment

Projects range from a commercial fishery to manufacture of pigments, metal powders, farm implements, cheese, automobile parts, acetate yarn, electrical equipment

A number of new manufacturing projects are proposed in India. These open up opportunities for participation of U.S. capital, technical skills and use of machinery and equipment in a varied group of manufacturing areas. Descriptions of the projects follow.

Ferrous metal powder. A Bombay firm seeks a joint venture to manufacture ferrous metal powder. Government approval of the project has been obtained, however, details of foreign collaboration must be submitted to the Government before March 1.

Total authorized capital will amount to $630,000, American equity participation being limited to 49%.

Present plans call for production of 100 metric tons of ferrous metal powder a month.

Write to Dharamdas Hargouandas, Diamono Bldg., Bombay.

Commercial fisheries. A cooperative fishery association seeks financial and technical collaboration for a new commercial fisheries project.

The project would utilize 5 medium-sized vessels to exploit Gulf of Cutch (off Arabian Sea) shrimp resources, 2 trawlers for offshore fishing and 2 transport launches.

Fish canning, quick-freezing cold storage and fishmeal plants also would be included in the project.

About 50% of the investment or $330,000 will be required in foreign exchange, for which the U.S. investor would be allotted an equivalent share in the equity capital and a franchise for U.S. sales.

The rupee investment, estimated at $343,000, will be raised by the Association.

The American investor would be expected to assist in obtaining the services of a fishery engineer, 2 masters for the trawler and a fishery technologist.

Write Manager (Plan and Publicity), Guajarat Fisheries Central Cooperative Assn., Ltd., "Shivprasad," Hindu Colony, Ahmedabad City.

Agricultural implements, tractors. An Indian manufacturer is seeking assistance of private U.S. firms to manufacture replacement parts for agricultural implements and machinery, such as chaffcutter knife blades, plow shears and cultivator points, as well as plows, harrows and disks suitable for bullocks and small tractors.

U.S. collaboration is desired in return for active participation in the management and a share in the profits. The Indian firm proposes to form a joint-stock company and retain at least 51% of the common stock.

Write to Watkins Mayor & Co., Jullundur City, Punjab, India.

Cheese. Equity capital investment, machinery, equipment and technical know-how to establish and operate a plant in India to manufacture cheese are sought by Sadar Pritam Singh Sandhu, 5 Jantar Mantar Rd., New Delhi 1, India.

Pigments, metallic powders. Another firm wants U.S. capital and technical assistance to produce either ultramarine blue, lithopone or metallic powders in India.

Active participation in the management and a share in the profits proportionate to the investment are offered.

This proprietary firm now sells paints, varnishes, synthetic resins, pigments, glues and other raw materials for paints. It also has a branch in Madras.

It proposes to establish the plant at Sonepat in Punjab State, located about 29 miles from Dehli. This is an industrial area sponsored by the State of Punjab and both skilled and unskilled labor are said to be readily available.

Write to Ram Prakash & Sons, 6490 Fatehpuri, Delhi 6, India.

Automotive parts. An Indian importer and distributor of American automobiles and trucks seeks capital, equipment and technical assistance to set up a plant to manufacture automobile clutch plates, carbon release bearings and wheel drums.

The firm proposes to establish a new joint-stock company and seeks U.S. participation up to 50% with a share in the profits proportionate to the investment.

Write to Mitkari Motors, Jullundur City, Punjab.

2 plants proposed

Acetate yarn. Private U.S. collaboration to establish a plant in India for the manufacture of acetate yarn is sought by a firm controlling the MODI group of companies, a well organized industrial enterprise.

The firm is said to have Government-of-India approval for the project which will operate as the MODI Rayon Corp. The proposed plant is expected to have a daily production capacity of 10 long tons of acetate yarn. Cotton linters and ethyl alcohol, the necessary raw materials, are reportedly available through MODI Industries.

The firm wants U.S. participation in the form of technical know-how and equity capital to the extent of the value of the plant and machinery to be imported from the U.S.

MODI Industries is situated on the main highway connecting Delhi with western Uttar Pradesh (32 miles from Delhi). This is said to be an industrial area, offering all facilities, and is connected to the rest of India by broad-gage railway.

Electrical equipment. MODI Industries is also seeking U.S. participation in the form of capital or machinery to set up and operate a plant to manufacture extruded electrodes suitable for a.c. and d.c. and also for making electric generating sets and other welding equipment.

The potential investor is offered a joint venture with up to 49% participation in the new enterprise.

Firms interested in either of the foregoing proposals are invited to write to MODI Industries, Modinagar, Uttar Pradesh, India.

Cocktail snack franchise asked by Venezuela firm

The importer-sales agent plans local manufacture of such specialties as fried bacon rinds and corn curl type snacks; if a franchise arrangement on a royalty basis can be negotiated with a U.S. firm.

Technical and engineering assistance would be required.

Interested firms should write ESLAMA C.A., Aptdo. 1105, Caracas, Venezuela.

Metal, polyester articles sought

Licenses, joint ventures asked by four firms in Netherlands

Licenses or joint ventures are sought in the Netherlands to manufacture heavy machinery, metal products and sheetmetal work combined with electrical or hydraulic installation. A license is wanted to produce polyester items.

- A large shipbuilding firm is interested in a joint venture or licensing arrangement with U.S. firms to diversify its shipbuilding activities.

It is capable of manufacturing all kinds of heavy machinery and facilities include boring, milling, boiler and metal plate shops and a foundry.

Write to The Netherlands Dock and Shipbuilding Co., Amsterdam.

- Licensing or joint venture arrangement with an American firm is sought by a manufacturer of needles, bread-cutting machines and special chairs for production lines. It is interested in adding metal products to its present line.

Write Textiel Machines Reading N.V., Almelo.

- A firm with design, installation, service, sheetmetal and assembly shops is interested in license or joint-venture agreement to do sheet metal work, combined with electrical or hydraulic installation.

Write N.V. Electrotechnische Industrie A. de Hoop, 2 Willingestraat, Rotterdam.

- Manufacturer seeks licensing for producing cold or hot pressed polyester items in order to expand its polyester division.

Write Van Wijk & Boerma N.V., P.O. Box 95, Groningen.

World Trade Opportunities pages 25-39

Bids requested by India for laboratory equipment

Bids have been invited for petrological laboratory equipment to be used for the geological survey of India.

The equipment includes, but is not limited to, the following: polarizing microscopes and accessories; refractometers; electrical balances; laboratory centrifuges; ultrasonic cleaner; laboratory pulverizer; age determination equipment; plasticity tester; visual microphotometers.

Bid deadline is Feb. 26. Tender forms, including specifications of requirements, can be obtained from The Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Requests should cite Enquiry SE-544/REIN.

Copies of the tender are also available on loan to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2312).

Ceylon Government invites bids on prepared asphalt

The Government of Ceylon invites bids on approximately 4 million gallons of prepared asphalt. Bid deadline is Feb. 19.

Bids should be addressed to the Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo, Ceylon.

Specifications and installment schedules may be obtained from the Building Materials & Construction Industries Division, Room 4002, BDSA, Department of Commerce, Washington 25, D.C.

Greek Government plans tropospheric radio link

The Greek Government has called for bids to supply a tropospheric scatter radio link from the island of Crete to Marsa Matruh, UAR.

This marks an initial move to implement the joint decision of the Greek and UAR Governments to establish a telecommunications link between the 2 countries. The bids are being invited through the Hellenic Telecommunications Organization, Ltd. (OTE).

The link will tie into a new tropospheric link to be installed from Marsa Matruh to Alexandria, and, although the bids are independent, no bid will be accepted by the OTE from any potential supplier who does not also bid in response to the UAR call for bids. Both will be evaluated together.

The bids, in response to Bid 6126, should be submitted to the Supply Committee, OTE, 4 Sophocles St., Athens, by 10 a.m. (G.M.T.), March 21. The tender number for the UAR portion of the work is 129/62/302 F.

The tropospheric scatter link between Crete and Marsa Matruh is to be capable of 24 telephone channel, 2-way communication, initially equipped for 12 telephone channels, with 1 channel to be used for 24 telegraph circuits, equipped with 12 initially. The Marsa Matruh to Alexandria link will be similarly equipped for the Crete circuits.

Also on the Alexandria-Marsa Matruh link will be 12 telephone channels, 1 of which will be equipped for 6 telegraph circuits, for the national network at Marsa Matruh. Alexandria will be linked with Tobruk, Libya, through the relay station at Marsa Matruh, with 24 telephone channel capability, initially equipped for 12; again one channel will be initally equipped for 12 telegraph circuits, expandable to 24 circuits. The equipment for the Marsa Matruh-Tobruk link will be subject of another bid.

Bid documents and complete specification for Bid 6126 can be secured from Supply Department, OTE, 4 Sophocles St., Athens, or may be reviewed at the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone: WO 7-2334).

Construction of lift bridge planned by Egyptian agency

The Organization of the Egyptian Railways in Cairo is inviting bids for construction of a lift bridge and demolition of the existing bridge over El-Bagouria Canal at Dalgamoun.

The new bridge will carry the railway traffic of Cairo, Alexandria line at kilometer 101.5. The work will include supply and erection of the steel superstructure of the bridge; supply and erection of the lifting and locking mechanism; supply of spare parts; supply and installation of timber sleepers under rails; and demolition of metallic superstructure and mechanism of the existing bridge. Estimated cost was not indicated.

Bids, from contractors on the Organization's Official List of Approved Contractors, should reach the General Manager, Organization of Egyptian Railways, Cairo Station, by March 2.

A set of bid docments, including terms and conditions of contract, plans and specifications, and the official tender form, in English, is available for review in room 4317, Commodity Export Promotion Staff, Department of Commerce, Washington 25, D.C.

Punched card tenders wanted for Greece

The Greek Telecommunications Organization (OTE), 4 Sophocles St., Athens, is inviting bids on 31 million lined punched cards in 6 different colors in quantities ranging from 1 to 17 million, tender 6159, bid deadline Feb. 5, estimated value $60,000.

Specifications in English are available on loan to firms located in the U.S. from the Printing & Publishing Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

Railway wrecking crane requested by Taiwan

Taiwan is asking for worldwide sealed bids on 1 railway wrecking crane, with a lifting capacity of 50 metric tons, powered by a Cummins diesel engine, and the gauge 1,067 meters.

Bid deadline for tender GFB-13790-1 is Feb. 7. Bids should be submitted to the Central Trust of China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei, Taiwan.

Tender documents, without drawings, may be reviewed in Room 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C.

Bids for distribution lines sought by Egyptian agency

The Ministry of Public Works is inviting bids for the supply and erection of two 11-kv. overhead distribution lines erected between Imbaba transformer station and the 500 kv. laboratory at Mansuriya Canal.

Also included in this contract are an 11 kv. indoor switch board; 2 transformer pillars 300 kv.-a. each, to be erected in the grounds of the laboratory; transformer pillars 100 kv.-a. each or pole mounted transformers 50 kv.-a. each as an alternative to supply the different villages in the Mansuriya area; one 2,500 kv.-a. transformer and necessary switchgear and underground cables.

Bids are to be addressed to the Director General, Electrification Projects, Technical Bureau, Ministry of Public Works, and should arrive no later than March 13.

A copy of the tender notice and specifications is available for review only at the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-4242).

Burma invites tenders on 2 fertilizer plants

Bids are being invited by the Government of Burma for 2 complete mineral fertilizer plants.

Each plant should include 1 ammonia plant with an annual capacity of 35,000 tons of anhydrous ammonia using natural gas as the raw material; 1 ammonium sulfate plant with an annual capacity of 70,000 tons using ammonia and gypsum as its raw materials or 1 ammonium nitrate plant with an annual capacity of 70,000 tons using ammonia, natural gas, and air as raw materials; 1 urea plant with an annual capacity of either 35,000 or 70,000 tons using ammonia as its raw material; auxiliary facilities such as repair and maintenance shops, laboratories, and storage buildings; as well as the power station to supply the electrical requirements of each plant.

Chauk and Yenangyaunq have been selected as tentative sites.

Bids should be submitted by Apr. 1 to the Secretary, Mineral Fertilizer Plants Implementation Committee, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon.

Bids, either turnkey or semiturnkey, should be submitted in accordance with general instructions and conditions of contract contained in the tender notice, a copy of which is available on loan from the Commodity Export Promotion Staff, BDSA, Room 4317, Department of Commerce, Washington 25, D.C.

Gas turbine generator bid amended by Uruguay

Uruguay has amended bid 5400/62 with amendment 5400/63 for supply and installation of a 20,000 kw. gas turbine generator set. Dec. 24, p. 17.)

A copy of the amendments, in Spanish, is available for review in the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-4242).

Bids requested in Greece for cold storage plant

The Piraeus Port Authority (OLP), Piraeus, Greece, has called for bids on or before Feb. 14 for the supply and erection of a storage building and cold storage plant at dockside at Piraeus.

The building will be of reinforced concrete, be 100 meters long and have a refrigerated space of 12,000 cubic meters. The amount to be handled each day is 150 tons fresh foods, 500 tons frozen carcasses (meat) and 100 tons frozen fish.

A copy of the specifications is available on short term loan from the General Industrial Equipment and Components Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Country-wide TV coverage expected soon in Uganda

Uganda hopes to have country-wide television coverage within the next 15 months, according to official announcements. U.S. and other foreign firms are invited to submit proposals for the construction of 9 television stations in Uganda, including provisions for financing, staffing, and the training of Ugandan personnel.

Although government controlled, the television service will be a profit-making operation with paid advertising. Current planning includes the possible establishment of facilities for the assembly of television receivers in Uganda.

Details may be obtained from A. A. Nekyon, Minister of Information, Broadcasting and Tourism, Kampala, Uganda.

Farm machinery and equipment asked by Greek Government

The Greek Government has requested tenders on several items of farm machinery and equipment in quantities of 10 each.

Items on which bids are requested include tractor plows, disc plows, disc harrows, geared harrows, cylinders, cultivators, corn planters, grain drills, and rotary cultivators.

The equipment, estimated at approximately $42,000, is to be used in connection with 35 horsepower Unimog tractors equipped with traction bar and 3 point suspension hydraulic system. Bid deadline for tender 797/62 is Feb. 14.

Completed bids should be submitted to the Ministry of Commerce, State Purchases Directorate B', 50 Socratous St., Athens.

Copies of specifications are available on loan to firms located in the U.S. from the ACME Division, BDSA, Room 4025, Department of Commerce, Washington 25, D.C.

Uruguay electrical utility wants thermal generator

The electrical utility of Uruguay has requested bids for an addition to the Jose Batlle y Ordonez central power station in Montevideo. Bid deadline is June 11.

The request, tender 5430/63, covers the supply, delivery and erection of an 80 mw. steam turbine generator and includes civil engineering work consisting of buildings, foundations, cooling water supply and transformer station; supply and installation of the steam turbine, condenser and all other ancillary equipment required for complete operation connected to the existing station bus bar with the exception of the boiler and steam supply to the turbine. Steam conditions are 1,780 p.s.i. at approximately 970° F.

Specifications and bid documents may be obtained for $90.90 from Usinas Eléctricas y los Teléfonos del Estado, Calle Paraguay 2431, Montevideo. One set of specifications, in Spanish, is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-4242).

Uruguay agency requests bids for 28 hopper cars

Uruguay is inviting sealed bids on 28 hopper cars, with 36-long ton capacity and with gauge of track 56½ in. Closing date is March 12.

The sealed bids, under tender 5.004, are invited by Administración Nacional De Combustibles, Alcohol Y Portland, Casilla De Correo 1090, Montevideo.

Interested companies may receive tender documents, in Spanish, from B. Ochoteco, Charge d'Affaires, Embassy of Uruguay, 2362 Massachusetts Ave., NW., Washington 8, D.C.

Varied equipment needed for Varnasi project in India

It has been announced that the following equipment will be purchased for the Varnasi project located in India: Automatic welder, welding machines, stud welding unit, forming press, projection welder, structural shear, plate shear, shear (chopper), press brake, flame-cutting machine, pipe benders, belt grinder, pipe cut and thread machine, welding positioner, pipe cut and thread machine, portable X-ray unit, welding positioner, portable d.c. motor, pneumatic presses, wire cutters, shot blast machine, bandsaws, cutoff bandsaw, electric hoists.

Bids should be submitted to the Overseas Diesel Corp., P. O. Box 603, Schenectady Post Office, Schenectady, N.Y.

Iraq extends bid deadline for crude oil pump set

The Purchasing Committee, Government Oil Refineries Administration, Baghdad, has announced that the deadline for tender 37/62 has been extended to Feb. 12.

This tender is for 1 mobile pumping set to pump crude oil to be used in connection with repair of a 12-inch crude pipeline (INTERNATIONAL COMMERCE, Oct. 8, p. 91).

Copies of the specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5589).

Bid deadline extended in Iraq for carrier equipment supply

The Ministry of Industry recently announced that the bid deadline of tender 3/8C/19 for the supply, delivery and erection of power-line carrier equipment has been extended from Dec. 19, 1962, to Feb. 3 (INTERNATIONAL COMMERCE Oct. 1, p. 28).

Iraq extends bid deadline for oil field materials

Iraq has extended the bid deadline to Feb. 16 for materials to be used at the Khanaquin Oil Fields.

Bids under tender 42/62 should be submitted to the Head of the Tenders Committee, Government Oil Refineries Administration, Baghdad (INTERNATIONAL COMMERCE, Nov. 12, p. 24).

The material needed is, briefly, as follows: galvanized steel tees, elbows, bends, and unions, 815; 5,600 ft. pipe ½ to 2"; 350 valves, sockets and cock bibs ½ to 1"; 50 sets water closets asiatic type; 1,250 ft. angle iron; 550 r.s. joists; 50 steel windows and 40 tons cement.

Specifications are available on short term loan from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5589).

Cast iron pressure pipe sought by El Salvador

Bids for approximately 64,000 lineal feet of cast iron pressure pipe and related fittings have been called for by El Salvador. Bid deadline is Feb. 2.

Pipe to be supplied ranges from 4 to 32 inches in diameter. The Administración General de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte 512, San Salvador, El Salvador, is inviting the bids.

Further information and specifications, in Spanish, are available from the Building Materials and Construction Industries Division, BDSA-306, Room 4002, Department of Commerce, Washington 25, D.C.

Ceylon extends bid deadline for transmission lines

The Ministry of Agriculture, Land, Irrigation and Power is extending the bid deadline for tender OM/C&S/T/IIB/2/62 for the supply and construction of 33 kv. transmission lines; towers, aluminum conductor, transmission, pole line hardware has been extended from Jan. 8 to Feb. 5 (INTERNATIONAL COMMERCE, Dec. 3, 1962, p. 49).

Bid extension announced for Ceylon steel tanks

The Ceylon Petroleum Corp. has extended the bid deadline for vegetable oil storage tanks from Jan. 18 to Feb. 1 (INTERNATIONAL COMMERCE, Dec. 31, 1962, p. 17).

Greek Television Considered

Television is again an active subject in Greece. A survey has recently been completed and submitted to the government which must be approved by the Greek Parliament.

If any TV plan is approved, the contracts awarded will be large, and financing will be a major item in any competitive bidding.

There is a reasonable expectation that the Greek Government may issue a call for international bids in some form this year, the Department's Electronic Division, BDSA, has reported.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

010 Commercial Farm Products

ENGLAND—Raw cotton and wool. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale textile merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

013 Livestock Farm Products

MOROCCO—Day-old chicks, both broilers and egg layers; chicken eggs for incubation; requests replies in French or Spanish. Cooperative Avicola de Tanger (chicken raiser), 49 A rue Hollande, Tangier. WTD 9/28/62.

145 Clay, Ceramic, Refractory Minerals

SOUTH AFRICA—Raw materials for manufacture of household, hotel vitreous china. Continental China (Pty.), Ltd. (manufacturer), Blackheath, C.P.

147 Chemical, Fertilizer Mineral Mining

SOUTH AFRICA—Raw materials for manufacture of household, hotel vitreous china. Continental China (Pty.), Ltd. (manufacturer), Blackheath, C.P.

162 Heavy Construction

● **CANADA**—Erection of Portage Mountain Dam on Peace River, contract 10, zoned earthfill structure approx. 600′ high, 7,000′ crest length, 60 million cu. yd. of fill required. Bid deadline Apr. 4. Companies bidding required to post bid deposit or bond equal to $3 million (Canadian). Successful bidder will be required to post 50% performance bond, 50% labor and material bond. Specifications available from Office of Manager, Purchasing & Stores Div., British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver 1, British Columbia. Price $80 plus $4 tax for 1st copy, $40 plus $2 tax for additional copies, not refundable. 1 copy of specifications available for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (WOrth 7-4242.)

200 Food, Related Products

★★ **ITALY**—Pasta manufacturer seeks additional food items. Pastificio Ligure, Via Asilo Garbania 3, Genoa. IR-832

NORWAY—Salted nuts, packaged; cocktail snacks. Jensen & Co. og P. M. Jensen A/S (importing wholesaler), 5a-b Torggt., Oslo. WTD 11/20/62.

201 Meat Products

★★ **ITALY**—Frozen, canned poultry, canned foods. Borsero, Via Asuncion 37, Turin. IR-741.

202 Dairy Products

★★ **ITALY**—Powdered milk, butter, dairy products. Rappelli Mario, Via S. Francesco d'Assisi 27, Turin. I.R.-697.

★★ Casein, powdered milk. Redi, Via XX Settembre, 18, Genoa. I.R.-718.

203 Canning, Preserving Fruits, Vegetables, Seafoods

HONG KONG—Canned tomato juice, fruit juices; canned fruits, especially peaches, apricots, and pears; canned vegetables; requests replies from manufacturers and packers only. Exclusive distributorship. The Hong Kong Refrigerating Co., Ltd. (importer, exporter, wholesaler), 941 King's Rd., North Point or P.O. Box 291. WTD 8/1/62.

★★ **SPAIN**—Baby foods. Direct purchase or agency. Agua De Solares S.A., Reina 34, Madrid. NCIA. I.R.-990.

204 Grain Mill Products

MOROCCO—Pharmacopoeia wheat starch for use as binder in preparation of medicines in tablet form; requests replies in French. Levy Jacques Pharmacie du Caducee (importer, wholesaler, retailer), 337 blvd. Mohammed V, Casablanca. WTD 9/17/62.

220 Textile Mill Products

ENGLAND—All kinds of yarns, textiles of wool, cotton, manmade fibers. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale textile merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

IRAQ—Piece goods of cotton, wool, nylon, rayon, polyester fibers. Direct purchase and agency. Sabih Al Shabibi (importer, wholesaler, retailer), Sa'doun St., Baghdad. WTD 12/28/62.

★★ **ITALY**—Agent seeks U.S. textile lines. Rinaldo Delle Piane, Via Martiri della Liberta', 40, Genoa-Pegli. IR-717.

SWEDEN—Cotton, rayon, woolen fabrics for manufacture of ladies' coats, suits, dresses, skirts; 1st, 2d grade quality; for winter, summer. Wallengrens Konfektions AB (manufacturer), Varbergsgatan, Goteborg S. WTD 10/30/62.

221 Broad Woven Fabric Mills, Cotton

★★ **ITALY**—Cotton and synthetic-fiber fabrics. Agency. Federico Scalafiotti, Corso Vittorio Emanuele, 203, Turin. IR-708.

TUNISIA—Heavy duty blue jean material; requests replies in French. Société de Confection "Al Jihaz" (manufacturer), 38, rue de Vesoul, Tunis. WTD 1/3/63.

228 Yarn, Thread Mill Products

VENEZUELA—Wool yarn for the textile industry. Direct purchase and agency. Victor Chonchol, Hnos. y Cia. (importing distributor, sales agent), Dr. Paul a Salvador de Leon 69, Caracas. WTD 11/29/62.

229 Miscellaneous Textile Goods

GERMANY—Artificial leather for upholstered furniture; requests replies from manufacturers only. Direct purchase and agency. Holtwicker Weberei Hermann Weyers (manufacturer, wholesaler), 4421 Holtwick/Westf. Kr. Coesfeld. WTD 12/13/62.

★★ **ITALY**—Vegetable fibers and animal hair for rugs and upholstery. A. Tobino, & P. Mumenthaler S.N.C., Via Orefici 7-26, Genoa. NCIA, IR-756.

SINGAPORE—Nonwoven fabrics used as outer coverings for sanitary towels; requests price quotations c.i.f. Singapore with samples. Mr. E. E. Mussry, Managing Director, Tumasek Enterprises, Ltd. (manufacturer, importer, exporter), Hill View Ave., Singapore 23. Samples of 2 fabrics used available on loan basis from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

230 Apparel

ENGLAND—All types of apparel in wool, cotton, manmade fibers. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale textile merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

★★ **ITALY**—Wearing apparel. Agency. Rinaldo Delle Piane, Via Martiri della Liberta', 40, Genoa-Pegli. IR-717

VENEZUELA—Sports clothing, mainly for school-age children. Johanan Gallego "La Union" (importing distributor, manufacturer), 13 San Jacinto a Madrices, Caracas. WTD 12/20/62.

234 Women's, Misses', Children's, Infants' Undergarments

★★ **SPAIN**—Wishes to represent on exclusive basis U.S. manufacturer of ladies' lingerie. Risuan S.A., Abtao 33, Madrid. I.R.-967.

239 Miscellaneous Fabricated Textile Products

● **GREECE**—Tarpaulins, 60 pieces, size 10 x 15 m., woven material, rubber or rubber-plastic coated, suitable for crop fumigation with methyl bromide. Bid deadline Feb. 7. National Tobacco Board (govt. agency), 9 Amerikis St., Athens.★ (WO 2-4294.)

NEW ZEALAND—Household furnishings. Grant Molloy, Ltd. (importer, wholesaler, manufacturer, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

242 Sawmill, Planing Mill Products

★★ **ITALY**—Lumber other than walnut, hemlock, oak, fir, pitchpine. Agent. Candellero Nuccio, Via Cavour 1, Turin. IR-715.

251 Household Furniture

NEW ZEALAND—Household furnishings. Grant Molloy, Ltd. (importer, wholesaler, manufacturer, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

252 Office Furniture

NEW ZEALAND—Office furniture. Grant Molloy, Ltd. (importer, manufacturer, wholesaler, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

259 Miscellaneous Furniture, Fixtures

★★ **ITALY**—Hospital equipment and furniture eventually leading to licensing. Sergio Cova, Via Taraggio, 15, Milan. IR-199.

264 Converted Paper, Paperboard Products

VENEZUELA—Cellophane. Direct purchase and agency. Piasquim-Lee Ruckhaus (importer, distributor), Calle Sucre 6, Edificio Tiocore, Chacao, Caracas. WTD 12/27/62.

276 Manifold Business Forms

★★ **ITALY**—Devices in use for continuous business forms. Biglietttificio Cresta, Piazza Marsala 4/1, Genoa. IR-712.

278 Bookbinding, Related Industries

★★ **ITALY**—Printed business forms for data processing machines, magnetic and perforated tapes for computers, sorting machines. Agency. Appsa di Fausto Stella, Via A. Doria 15, Palazzo Borsa, Turin. WTD Dec. 1959, IR-801.

280 Chemicals, Related Products

ITALY—Special building materials, chemicals, such as additives for concrete, mortar; water proofing; insulating; binding; hardening; antifreezing materials; plasticizers; silicones; elastomers; bituminous emulsions. Bradmac, S.a.S. di Manfredi & Co. (wholesaler, importer), Circonvallazione Nomentana 214, Rome.

281 Industrial Chemicals

ECUADOR—Heavy chemicals, particularly caustic soda. Exclusive agency for Ecuador. Dr. Ewald Schiller (agent, representative), P.O. Box 2716 or Calle Mejia 438, Quito. WTD 9/18/61.

ENGLAND—Monosodium glutamate. Direct purchase and agency on exclusive basis. John F. Seyfried Sons, Ltd. (merchant broker, importer, exporter), Seal House, 107-8 Upper Thames St., London, E.C.4. WTD 5/7/62.

GERMANY—All kinds of petrochemical solvents. Direct purchase and agency. Hubbe Handelsgesellschaft (importer, exporter, wholesaler, sales agent), Mattentwiete 5, Hamburg 11. WTD 11/24/61.

★★ **ITALY**—Tungsten carbide. Metallurgica Genovese S.p.A., Via XX Settembre 30/11, Genoa. IR-679.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

BELGIUM—PVC or polyester corrugated sheets. Alex Hanjoul (importer, contractor), 79 rue General Decraye, Bourg Leopold. WTD 1/3/63.

ENGLAND—All kinds of manmade fibers for textile manufacture. Direct purchase and agency. Ullmann & Sons. Ltd. (wholesale textile merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

GERMANY—Thermoplastic waste, regenerates, plastic semis of polystyrene, polyethylene, polyacrylate, polycarbonate, poly vinylchloride, copolymeres, cellulose acetate, cellulose-acetate-butyrate, polyvinylbutyrate, nitrate, celluloid; requests replies in German with price quotations c.i.f. Rotterdam. Ernst Boehmke KG, Kunststoffverwertung (importer, exporter, wholesaler), Postfach 529 or 15 Kirchhofstr., Wuppertal-Sonnborn. WTD 12/28/62.

ITALY—Plastics materials, silicon rubber in semifinished form, such as sheet, tube. Dr. Luciano Pesce, Indart, S.r.l., Industria Articoli Tecnici (importer, wholesaler, distributor), Via Monte Oppio 9, Rome. WTD 3/20/61.

NORWAY—Synthetic resins for manufacture of paints. Direct purchase and agency. Otto Olsen & Son A/S (importing distributor, manufacturer's agent), Josefinesgate 18, Oslo. WTD 10/16/62.

VENEZUELA—Epoxy formations, extruded nylon, and other plastics. Direct purchase and agency. Metallizing C.A. (importing distributor, manufacturer), 2a Transversal Santa Eduvigis No. 1, Caracas. WTD 12/27/62.

283 Drugs

BURMA—Medicines for poultry. Direct purchase and agency. Edson, Ltd. (importer, wholesaler, retailer, sales indent agent, commission agent, exporter), 114 Bo Aung Gyaw St., Rangoon. WTD 1/8/63.

● **CEYLON**—Belladomia fluidextract, ammonium bicarbonate, benzyl benzoate. Bid deadline Mar. 1. Ministry of Health, P.O. Box 500, Colombo.★ (WO 7-2239.)

★★ **ITALY**—Manufacturer of surgical dressings seeks U.S. pharmaceutical line. Dionigi Ghisio & Figli, Via Guicciardini, 6, Milan. NCIA, IR-779.★

SOUTH AFRICA—Direct purchase for bulk chemicals for manufacturing pharmaceuticals; agency for special pharmaceuticals; requests replies from manufacturers only or their sole export houses. Lyceum Pharmacy (importing distributor), 66 Lower Main Rd., Observatory, C.P. WTD 12/19/62.

284 Soap, Detergents, Cleaning Preparations

★★ **ITALY**—Cleaning supplies, polishes, household chemicals. Agency. Bart. Carrea & Figli, Via Ilva 4-2, Genoa. IR-720.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

● **IRAN**—Marine paints. Bid deadline 10 a.m. Feb. 20. Ports and Navigation Organization, 333 Naderi Ave., Tehran. Conditions of tendering, contract, technical specification and bill of quantities obtainable from that authority for $4.★ (Telephone: WOrth 7-3529.)

★★ **ITALY**—Seeks paints and varnish agency for N. W. Italy. Francesco Muller, Via Falamonica, 22, Genoa. IR-726.

★★ Sales division of paint manufacturer seeks specialty lines such as marine paints and protective paints for high temperature application. Inteco, Via Ormea 41, Turin. IR-751.

★★ Chemical specialties for paints and varnishes. Dr. Vincenzo Grondona, Palazzo Misore Borsa 157, Genoa. WTD Oct. 1962, IR-674.

★★ **SPAIN**—Indoor, outdoor paints. José Soler Gonzalez, General Ricardos 179, Madrid. IR-969.

287 Agricultural Chemicals

BURMA—Amonium sulfate 41% amonium. Direct purchase and agency. Edson, Ltd. (importer, wholesaler, retailer, sales indent agent, commission agent, exporter), 114 Bo Aung Gyaw St., Rangoon. WTD 1/8/63.

UPPER VOLTA — Insecticides: endrin, 19%, 46.6 metric tons, 200 liter drums; DDT, water soluble powder, 75% active material, 46.4 metric tons, polyethylene lined metal drums of 50 or 80-90 kilograms; HCH, water soluble powder, 50% active material, 6% gamma isomere, 13 metric tons, polyethylene lined metal drums of 50 kilograms; separate bids for each commodity with each bid including following delivery price information for quantities and places indicated: endrin, 30,000 l., DDT, 30.0 t., HCH 10.0 t., c.i.f. Abidjan, at warehouse Abidjan, delivered at Bouake, Ivory Coast; endrin, 1,800 l., DDT, 1.8 t., c.i.f. cotonou, Dahomey, at warehouse Cotonou, delivered Bobo-Dioulasso, Upper Volta; endrin, 13,600 l., DDT, 13.6 t., HCH 3.0 t. c.i.f. Cotonou at warehouse Cotonou; endrin, 1,000 t., DDT, 1 t., c.i.f. Cotonou, at warehouse Cotonou, de-

livered Madaoua; bidders to obtain any import licenses or other documents necessary for importation into countries concerned; bills to be settled 30 days following the end of the month of delivery; bids must reach firm before Feb. 10. Compagnie Francaise pour le Developpement des Fibres textiles (cotton cultivator), B. P. 147, Bobo-Dioulasso.

Fertilizer: 152 metric tons ammonium sulphate at 21% azote, 50 kilogram jute sacks; 225 metric tons triple superphosphate at 44-45% P-205, 100 kilogram jute sacks with 3-ply paper lining; separate bids for each commodity with each bid including following delivery price information for quantities and places indicated: ammonium sulphate, 120 tons c.i.f. Abidjan, at warehouse Abidjan, delivered at Bouake; Ivory Coast; 16 tons c.i.f. Cotonou, Dahomey, at warehouse Cotonou, delivered at Bobo-Dioulasso, Upper Volta; 16 tons c.i.f. Cotonou, at warehouse Cotonou; triple superphosphate, 185 tons c.i.f. Abidjan, at warehouse Abidjan, delivered at Bouake; 20 tons c.i.f. Cotonou, at warehouse Cotonou, delivered at Bobo-Dioulasso; 20 tons c.i.f. Cotonou, at warehouse Cotonou; bidders to obtain any import licenses or other documents necessary for importation into countries concerned; bills to be settled 30 days following the end of the month of delivery; bids must reach firm before Feb. 10. Compagnie Francaise pour le Developpement des Fibres Textiles (cotton cultivator), B. P. 147, Bobo-Dioulasso.

289 Miscellaneous Chemicals

▪ **ISRAEL**—Methionine MHA, about 6,600 lbs. Loan 28; U.S. source. Sub-Authorization IL 2911732. Bid deadline Feb. 8. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by April, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

291 Petroleum Refining Products

ECUADOR—Paraffin wax, oil. Exclusive agency for Ecuador. Dr. Ewald Schiller (agent, representative), P.O. Box 2716 or Calle Mejia 438, Quito. WTD 9/8/61.

GERMANY—Extra light fuel oil, base oils in bulk. Direct purchase and agency. Von Appen & Co (importer, sales agent), Hohe Bleichen 5, Hamburg 36. WTD 8/2/61.

High quality lubricating greases, oil. Rhenus Mineraloel-Ges. m.b.H. (wholesaler, exporter), 565 Solingen-Landwehr 14/16. WTD 12/21/62.

301 Tires, Tubes

▪ **ISRAEL**—Eimac tubes, type 3 x 2-500F3, or equivalent. Loan 28; U.S. source. S/A 791/1/454. Bid deadline Feb. 7. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: M. Hans. Tenders should refer to S/A number, be prepared on the basis of f.a.s. U.S. port of exit, delivery desired by Mar., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

307 Miscellaneous Plastics Products

BAHRAIN—Plastic household utensils, kitchenwares. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

310 Leather, Leather Products

VENEZUELA—Leather for shoe industry, shoe findings. Direct purchase and agency. Victor Chonchol, Hnos. y Cia. (importing distributor, sales agent), Dr. Paul a Salvador de León 69, Caracas. WTD 11/29/62.

314 Footwear

SOUTH AFRICA—Ladies' fashion shoes, men's footwear; children's, maids', youths' shoes; all medium grade. Direct purchase and agency. Ivan Marine (distributor, manufacturer's agent), Radio City, Tulbagh Sq. or P.O. Box 4584, Cape Town. WTD 11/20/62.

319 Leather Goods

GERMANY—Saddles: riding, jumping, versatility; riding articles; requests replies in German with price quotations c.i.f. Hamburg. Esen-Becker (importer, retailer), 56-58 Lebacher Str., 66 Saarbruecken II.

322 Glass, Glassware

MOROCCO—Neutral glass tubing; requests replies in French. Levy Jacques Pharmacie du Caducee (importer, wholesaler, retailer), 337 blvd. Mohammed V, Casablanca. WTD 9/17/62.

NEW ZEALAND—Contemporary glassware. Grant Molloy, Ltd. (importer, manufacturer, wholesaler, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

VENEZUELA—Glass containers for cosmetic, pharmaceutical industries. Direct purchase and agency. Plasquim-Leo Ruckhaus (importer, distributor), Calle Sucre 6, Edificio Tiocoro, Chacao, Caracas. WTD 12/27/62.

326 Pottery, Related Products

NEW ZEALAND—Contemporary china. Grant Molloy, Ltd. (importer, manufacturer; wholesaler, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

331 Steel Mill Products

HONG KONG—Stainless steel cuttings for manufacture of teakettles, large household utensils; specifications: USG 24/28, from coil ends 18/8 nonmagnetic, cold rolled, each piece roller leveled 2'x3' and larger, unassorted to size, gage; monthly requirements 15,000-20,000 lb. L. Rondon & Co. (H.K.), Ltd. (importer, exporter, manufacturer's agent), Hang Seng Bank Bldg., 77 Des Voeux Rd. Central or P.O. Box 686. WTD 12/22/58.

Rock drill steels, portable air compressors, capacity 105-250 c.f.m.; used/reconditioned portable air compressors, capacity 105-350 c.f.m. Hon Kee (importer, exporter, commission agent), 905 Canton Rd., Kowloon, Hong Kong. WTD 9/1/60.

INDIA—Tool, alloy steel; requests replies from manufacturers only with price quotations including commission of not less than 7½%. Bird & Co. (Pvt.), Ltd., Agency Dept. (managing agency), 1 India Exchange Pl., Calcutta 1. WTD 3/22/62. List of tool, alloy steels sought available on loan basis from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

▪ Electrolytic tinplate waste waste, 80/107 lb. base weight, assorted to size and gage, 18" x 24" and larger, mill packed, quotation both c. & f. and c.i.f. Bombay. Loan 217, U.S. source. IL DL/55/665/02 1 01/0269. Bid deadline Feb. 8. G. S. Kashvap & Sons, Pataudi House, Daryaganj Delhi 7.

▪ Steel plates and sheets, approximately 28,000 metric tons. Loan 217. Tender No. S-34; D/ENQ/622. Deadline Feb. 12. Steel plates, approximately 55,000 metric tons, S-35, D/ENQ/623. Deadline Feb. 13. Bids on these tenders should be sent directly to The President of India, Ministry of Railways, Railway Board, Raisina Rd., New Delhi. Tender papers available for sale for $2.10 each set, not refundable, at the India Supply Mission, Washington, D.C.★

ITALY—Rolled steel strip, sheet, thickness 8/10-1½ mm.; requests price quotations c.i.f. Italy. Direct purchase and indent agency. Roberto Capitalli, R.E.L.P.E.A. (agent), Via Domenico Savio 10, Rome.
★★ Silicon steel, electrical sheet. S.p.A. Fratelli Canessa, Via Porta d'Archi 3/15 Genoa. IR-767.

PAKISTAN—Iron, steel materials, including galvanized corrugated iron sheets; galvanized, black plain iron sheets; galvanized iron pipes; bars, rods, angles; standard quality desired. Brojen Das (wholesaler, retailer, commission agent), 62/1 Farashganj Rd., Dacca, East Pakistan.

▪ Pig iron foundry grade, C 3.5/4.2%, Si 2.5/3.0%, Phos 0.5/0.7%, Su .02/.06%, Mn 1% or more. Loan 7; U.S. source. S/A RM 040213. Credit amount $11,172. Bid deadline Feb. 13. Anwar Industries, Ltd., G.T. Rd., Gujranwala. Cable: BIBCOCK.

▪ Foundry pig iron, 1st grade, approx. 363 long tons. Loan 7; U.S. source. S/A 040552. Credit amount $31,500. Bid deadline Feb. 13. Thal Engineering Industries, Ltd., 7-F Gulberg Colony, Lahore.★

▪ G.P., G.C. sheets, 16-30 BG in 8' x 3' size with 1.25 oz. zinc coating sq. ft. both sides; CRCA mild steel black sheets, 14-30 BG in 8' x 3' size; HRCA mild steel black sheets; mild steel plates ⅛"-1" thick in 8' x 4' size; black iron pipes, seamless ½"-10" diam.; G.I. pipes 4"-10" diam.; tinplate prime coke with 1.25 oz. coating, 18¾" x 28", 20" x 30" BG 30; pig iron. Loan 7; U.S. source. S/A RM 036275. Credit amount $11,340. Bid deadline Feb. 12. Yusafali M.M. Lookmanji, Napier Rd., Karachi 2. Cable: YAALI.

▪ M.S. plates; M.S. sheets; M.S. joists; pig iron, electrolytic tinplate. Loan 7; U.S. source. S/A RM 036822. Credit amount $14,910. Bid deadline Feb. 11. Haji Yusuf Haji Adamji & Co., 6 New Memon Masjid, Bunder Rd., Karachi. Cable: MERCY.★

▪ G.P. sheets; G.C. sheets; M.S. joists; pig iron. Loan 7; U.S. source. S/A RM 040192. Credit amount $102,900. Bid deadline Feb. 8. Syed A & M Wazir Ali, 11 Empress Rd., Lahore. Cable: SYED, Lahore.★

▪ M.S. billets, standard quality, with works certificate, heat mark stamp. Loan 7; U.S. source. S/A RM 036219. Credit amount $27,273. Bid deadline Feb. 7. Karimi Steel Corp. S.I.T.E., Manghopir Rd., Karachi. Cable: KETIMART, Karachi.

▪ M.S. billets, prime quality, to SAE 10/20/1025, lengths 18' and above, size 2" and 2½" sq. Loan 7; U.S. source. S/A RM 040177. Credit amount $19,656. Bid deadline Feb. 5. Shalimar Steel Re-Rolling Mills, Shalimar Town, Baghbanpura, Lahore. Cable: SHALIMAR STEEL.

▪ M.S. billets to SAE 1020/1025; lengths 18' and above; size 2", 2½", 3" sq. Loan 7; U.S. source. S/A RM 040159. Credit amount $16,380. Bid deadline Feb. 5. National Foundry Re-Rolling Mills, Badami Bagh, Lahore.

SOUTH AFRICA—Stainless-steel sheets, particularly thinner grade; stainless-steel rods, bars, tubes; requests replies from manufacturers only with price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.) Comag (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 3844, Cape Town. WTD 12/5/62.

332 Iron, Steel Foundry Products

QATAR—Asbestos cement pressure pipes, 4 m. in length, bitumen dipped; sizes 2", 3", 4", 6", 9", 13"; cast-iron detachable joints complete for all sizes; screw joint complete for asbestos cement pipes. Jassem Bin Mohamed Jassem Althani & Sons (importer, retailer, wholesaler, manufacturer, general contractor), P.O. Box 96, Doha. WTD 12/16/62.

333 Primary Smelting, Refining Nonferrous Metals

▪ **INDIA**—Electrolytic zinc, 488 long tons, as per ASTM B-6 Standard (latest edition), required by chief Engineer, Hydro Electric Construction Project, Bangalore. Loan 217; U.S. source. Ref. tender SDM/120/AID. Bid deadline Feb. 18. Copies of tender papers may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

ITALY—Precious metals, alloys for dental, other industrial uses. Direct purchase and agency. Ernesto Longobardi, Metalli Preziosi (importer, wholesaler), Via del Gambero 23, Rome.

335 Rolling, Drawing, Extruding Nonferrous Metals

● **GREECE**—Copper conductors, estimated value $276,400, bid deadline Feb. 7. Tender P.A.P. 859. Public Power Corp. (P.P.C.), Athens-Piraeus Div., 4 Korai St., Athens. Proposals shall be submitted in English or Greek only.★ (WO 7-2162.)

● **INDIA**—Coaxial cables with joining materials. Tender P/SE-3/7460-N/I, bid deadline Mar. 8. Tender documents available from India Supply Mission, ref. D/ENQ/628, 2536 Mass. Ave., NW., Washington 8, D.C. Tender fee $2.10, not refundable.

★★ **ITALY**—Aluminum structures and products. Agent. Comet, Via Petro D'Else, Cuneo. IR-815.

★★ Expanded and perforated metals—steel, copper, brass. Metallurgica Genovese S.p.A., Via XX Settembre, Genoa. IR-805.

336 Nonferrous Foundry Products

BAHRAIN—Cast-aluminum household utensils, kitchenwares. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

342 Cutlery, Handtools, General Hardware

BAHRAIN—Nonelectric can openers, cutlery items, kitchen aids. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

★★ **SPAIN**—Hardware, locks, small tools. Agency. Fernando De La Fuente S.L., Almirante 5, Madrid. IR-961.

SWEDEN—Worm drive hose clamps; requests price lists, advertising material, samples if possible. Allmanna Brandredskapsaffaren AB (importer, wholesaler), Scheelegatan 28, Stockholm K. WTD 12/19/62.

343 Heating Apparatus, Plumbing Fixtures

ENGLAND—Products for building, heating trades, particularly warm air furnaces for domestic, industrial use, free-standing industrial units, suspended units; gas fired room or wall heaters with exhaust type balance flue; metal insulated prefabricated flues or vent pipes for solid fuel, gas, oil appliances; any new developments in heating line. Henry Wilson & Co., Ltd. (manufacturer), Kirkby Trading Estate, Liverpool. WTD 12/11/62.

344 Fabricated Structural Metal Products

★★ **ITALY**—Accessory boiler equipment for marine and stationary installations. U & M F.lli Beretta, Via Luccoli 29, Genoa. IR-773.

NETHERLANDS—Aluminum products for construction industry, particularly storm window frames, doors, awnings, weather stripping, screening, jalousies; requests price quotations f.o.b. port; will partially defray traveling expenses of representative from firm making attractive offer so final negotiations can be conducted in person. Vink Lichtmetaal N.V. (metal fabricator), Canraedsweg 20, Arnhem.

PAKISTAN—Construction, structural materials, including corrugated steel pipes, water control gates, guard rails, bridge deck, tunnel liners, steel pilings. Unit Construction (Pakistan), Ltd. (engineering, construction firm; manufacturer's agent), 8 Abhoy Das Lane, Dacca 3, East Pakistan.

346 Metal Stampings

BAHRAIN—Household utensils, kitchenwares of stamped, spun aluminum, stainless steel, other stamped metals. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

351 Engines, Turbines

BAHRAIN—Diesel, gasoline operated marine engines; small, medium sizes. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

▪ **INDIA**—500 hp. 200 p.s.i. automatic steam boiler, with automatic low pressure air atomizing burner for No. 2 to No. 6 bunker C fuel designed to generate 17,250 lb. of steam per hour from and at 212°F. Loan 157; U.S. source. IL#989329/DLF-157/61/HQ/CG.I. Ref. No. 4(174)/62-AID-II. Bid deadline Feb. 8. The Bharat Vijay Mills Ltd., Kalol (N. Gujarat). Cable: BHARATMILL.★

352 Farm Machinery, Equipment

★★ **ITALY**—Motorized agricultural equipment. Guglielmino Ing. G. & Figli, Via Madama Cristina 108, Turin. IR-694.

★★ **SPAIN**—Agricultural machinery. Direct purchase or agency. Agua De Solares S.A., Reina 34, Madrid. NCIA. IR-990.

353 Construction Machinery

● **CEYLON**—Straddle carrier, 1, capable of transporting logs or timber up to 40 ft. in length, load aperture 5 x 5 ft., capacity 20,000 lbs., enclosed cab, diesel engine. Deadline Feb. 19. Chairman Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P.O. Box 500, Colombo.★ (WO 7-5589.)

▪ **ETHIOPIA**—Asphalt heaters, hand pump, inv. 34664; asphalt mixer, 3 ton portable, inv. 34665. Loan 193; U.S. source. Bid deadline Feb. 5. Imperial Highway Authority, P.O. Box 1770, Addis Ababa, where interested suppliers should communicate.★

HONG KONG—Rock drills. Hon Kee (importer, exporter, commission agent), 905 Canton Rd., Kowloon, Hong Kong. WTD 9/1/60.

● **INDIA**—Motorized rear dump off-highway haulers, 15-20 cu. yd. struck capacity, 13 units; pulled-type earthmoving scrapers, 14-16 cu. yd. struck capacity, 4 units. Tender D/ENQ/620, bid deadline Mar. 15. Tenders available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Tenders $2.10 each, not refundable.

● 2 diesel crawler tractors, 130-60 hp., equipped with dozers. Tender D/ENQ/627, bid deadline Mar. 5. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender, project 3669-N/11, available at $2.10 each, not refundable, from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

● Tenders invited for 250′ NX cap. skid-mounted diamond drill with accessories. Tender SE/600, bid deadline Feb. 25. Director General, Geological Survey of India. Specifications available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Tender no. should be quoted.

● **IRAN**—1 full revolving truck crane; 10 ton lift cap. at 4.5 m. radius, boom 9-10 m., diesel powered. Tender 11, bid deadline Feb. 21. Ports & Navigation Org., 333 Naderi Ave., Tehran.

★★ **ITALY**—Lifting and transport equipment for industrial plants. Agent. Officine Cometto, Borgo S. Dalmazzo, Cuneo. IR-794.

★★ Sales agent for mining, oil well and railway equipment seeks additional lines of modern mining machinery, railway track maintenance and control equipment. Ing. Roberto Rosauer, Via Sommacampagna 9, Rome. IR-809.

● Truck crane on pneumatic wheels, 1, boom 9 to 10 meters able to lift about 10 tons at radius of 4½ meters. Tender 11, deadline Feb. 21. Ports & Navigation Organization, 333 Avenue Naderi, Tehran. Specifications available from the Organization without cost.★ (Wo 7-5589.)

▪ **PAKISTAN**—Twin screw diesel reclamation, self-dumping Sternwell cutter, trailing suction hopper dredger. Loan 68; worldwide. Bid deadline Feb. 21. Chittagong Port Commission, Chittagong, East Pakistan. Interested suppliers should address requests for additional details, specifications, other information to Sir J. H. Biles & Co., Naval Architects & Engineers, 4 Queen Anne's Gate, Westminster, London, S.W.1.

★★ **SPAIN**—Construction machinery, materials. Agency. Drogeria Aduana, Aduana 15, Madrid. IR-940.

▪ **THAILAND**—Bulldozers, motor graders, motor scrapers, front end loader, sheepsfoot rollers, rubber tired rollers, inv. LP, PP, MT-1-1; truck, automobiles, MT-1-2; excavating equipment MT-1-3; generating, electric welding sets, MT-1-4; air compressors, wagon drills, crawler rock drill, MT-1-5; concrete mixers, MT-1-6; circular saws, single surface planers, mobile service trucks, MT-1-7. Loan 493-H-010; U.S. source. Bid deadline Feb. 6. Royal Irrigation Dept., Samsen Rd., Bangkok.★

▪ **TUNISIA**—Mechanical shovel. Subloan under DLF loan 196; U.S. source. Credit amount $18,000. Entreprise de Travaux Publics et Hydraulique "Etraph," 1 rue de Flandre, Tunis. Announcement made by Société Tunisienne de Banque.

● **UNITED ARAB REPUBLIC**—Overhead traveling crane, 1, electrical, main hoist 50 tons, auxiliary hoist 10 tons, span 22,250 mm., lifting height of hooks 14,450 mm., to be used in the casting bay of a steel plant. Reference No. 570,62,245, bid deadline March 25. The Chief Purchase Department, Egyptian Iron and Steel Co., S.A.E., Tabbin Works, P.O. Helwan.★ (Telephone: WO 7-5589.)

354 Metal Working Equipment

▪ **INDIA**—Centerless grinding machine, suitable for work ranging from 0" to 4¾ dia. and accommodating grinding wheels up to maximum width of 8". Machine supplied complete with standard equipment; spares and electrical equipment comprising 20 h.p. motor for grinding wheel drive. Loan 157; U.S. source. IL#989557/DLF-157/61. Ref. 4(205)/62-AID-II. Bid deadline Feb. 12. Chase Bright Steel, Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1. Cable: CHASESTEEL★

▪ Motorized vertical boring mill; motorized turret lathes, 2; electric heat treatment furnace; guillotine. Loan 157; U.S. source. IL#989813/DLF Loan/61/HQ-CGI. Ref. 4(106)/62-AID.II. Bid deadline Feb. 15. The National Electrical Industries, Ltd., Industrial Estate, Lalbaug, Bombay 12.★

ITALY—Lathes, milling machines, gear cutting machines, grinding machines, 5-10 ton presses. Dr. Luciano Pesce, Indart S.r.l., Industria Articoli Tecnici (importer, distributor, wholesaler), Via Monte Oppio 9, Rome. WTD 3/20/61.

★★ Agency for automatic high production machine tools. A. M. Appiano Mario, Piazza Arbarello 6, Turin. WTD March 1961. IR-740.

★★ Sales agent seeks special machinery and equipment for steel mills. Ing. Roberto Rosauer, Via Sommacampagna 9, Rome. IR-809.

★★ Foundry seeks slitting machines—from coil to strips. Veglio G. & C., Via Druento 48, Turin. WTD Sept. 1960. IR-181.

★★ Established agent seeks additional machine tool, industrial equipment lines. Mokado, Corso G. Ferraris 109, Turin. IR-716.

★★ Medium sized machine tools—agency, possibly leading to licensing arrangement. Oscar Forapani, Via Postumia 59, Turin. IR-669.★

★★ **SPAIN**—Machine tools. Agency. Ayesa, Espronceda 28, Madrid. IR-968.

▪ **TAIWAN**—500 ton hydraulic press, side frame, single action, die cushion. Loan 113; worldwide. Credit amount $52,000. Bid deadline Feb. 12. China Development Corp. for Tatung Engineering Co., 181-5 Chungshan N. Rd., 2d sect., Taipei.

VENEZUELA—Eutectic welding rods. Direct purchase and agency. Metallizing, C.A. (importing distributor, manufacturer), 2a Transversal Santa Eduvigis No. 1, Caracas. WTD 12/27/62.

355 Special Industry Machinery

▪ **INDIA**—3-ph. voltage regulator, cap. to 200 kv.-a. with output voltages variable from 0-600 v.; motor alternator set; transformer oil purifying plant with cap. to 150 gal.; heavy duty coil winding machine; components for vacuum chamber; high voltage transformer. Loan 157; U.S. source. IL 989231/DLF-157/61/HQ-CG-II. Bid deadline Feb. 8. Ghandi Electric Industries Pvt., Ltd., 94 Meadows Street, Fort, Bombay 1.★

Molding machines for fire bricks; specifications: squeezing pressure approx. 15,900 lb. per sq. in., cable size 48" x 30", draw 12"; requests price quotations, literature. Bird & Co. (Pvt.), Ltd., Agency Dept. (managing agency), 1 India Exchange Pl., Calcutta. WTD 3/22/62.

▪ 6-Section I.S. machine; 5-section I.S. machine; set of spare parts for 5-section machine; 6-section I.S. machine; conveyors, 117; mould inspection and I.S. machine inspection and feeder inspection fixtures; mould gauges to cover single and double gob ware range; air and gas service equipment for feeder and fore hearths. Loan 157; U.S. source. IL#989015/DLF-157/61/HQ/CG.III. Ref. 4(154)/62-AID-II. Bid deadline Feb. 9. JG Glass Industries, Cooperative Insurance Bldg., Sir P. Mehta Rd., Bombay 1.★

▪ Automatic hydraulic plastic injection moulding machine, 8/10 oz., with standard equipment. Loan 157; U.S. source. IL#AU/GL/MTC/82/DLF/361. Ref. 2(41)/62-AID-II. Bid deadline Feb. 10. Plastella, 91 Ghod Bunder Rd., Borivli, Bombay Suburb.★

▪ 100 ft. steel tape rule printer; set of plate cylinder for printing 100' length with one edge printing in meters and other edge in feet and inches; set of plates to fit on plate cylinder for printing 1 meter, 2 and 3 meter strips for pocket tapes; extra blanket cylinder with rubber covering; extra set of form rollers, completely covered with bearings fitted in; two extra sets of back up tapes; guides for tapes from ⅜" up to ¾" wide; vacuum rectifier for reliance drive units, 2; laboratory coating machine, 24 ft. long; electrically heated oven for baking coated or imprinted steel tape. Loan 157; U.S. source. IL#989113/DLF-157/61. Ref. 41(45)/62-AID-II. Bid deadline Feb. 12. National Tape Co., Ferozepore Rd., Ludhiana.

▪ Strip packaging machine, for strip packing tablets, capsules, films to be used for packaging, cellophane, polyethylene, aluminum foils and laminated aluminum foils; Drycoat combined tablet making and compression coating machine, rotary type, for making tablets and coating same in dry form. Loan 157; U.S. source. IL#989109/DLF-157/61. Ref. 4(217)/62-AID.II. Bid deadline Feb. 12. The Lyka Labs, Mulchand Mansion, Princess St., Bombay 2. Cable: LYKAPEN.

▪ **ISRAEL**—Hannifin, or equal, 30 ton die casting trim press, Model 40-30-34 x 25. Sub-Authorization I/L 2271362. Kelley, or equal, Model KR8C triple shank ripper, complete. S/A I/L 2751057. Loan 28; U.S. source. Bid deadline Feb. 1. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention Mr. N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by April. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

★★ **ITALY**—Seeks agency for light automated machinery and equipment. Studio Internazionale Per L'Automazione, Via Papacino 23, Turin. IR-739.

★★ Woodworking machinery-multiblades, circular saws, wood dryers, drills, joiners. Antonio Guerra (Drag Import), Piazza Colombo 1/12, Genoa. IR-777.

★★ Established foundry in process of modernizing operation, interested in U.S. machine tools-saws, millers, gear cutters. Verriana S.p.A., Genoa. IR-786.

★★ Specialized machinery and equipment for petrochemical and large chemical plants, any new equipment for heavy industry. Ing. Roberto Rosauer, Via Sommacampagna 9, Rome. IR-809.

★★ Vegetable canner interested in complete canning line including can making machinery. Aldo Ferrarese, Via C. Battisti, Cerea. NCIA. IR-838.

★★ Automatic card loading textile machines possibly licensing arrangement. Fratelli Bettoni, Via Pittentino 8/b, Bergamo. IR-108.

▪ **LEBANON**—Wool spinning, weaving items: high speed intersecting Gill box, monotete, 1 can; high speed intersecting Gill box, montete, 2 cans; intermediate Gill intersecting with needles, 16 heads, 32 bobbins; 4-ring spinning frame machines, 400 spindles each. Loan 99; worldwide. Credit amount $65,000. Oriental Wool Spinning Co., Kassatly Bldg., Fakhry Bey St., Beirut, subborrower with intention of purchasing under AID financing.

MOROCCO—Glass ampoule blowing machinery; requests replies in French. Levy Jacques Pharmacie du Caducee (importer, wholesaler, retailer), 337, blvd. Mohammed V, Casablanca. WTD 9/17/62.

★★ **SPAIN**—Machinery to remove poultry feathers for preparation, freezing. Vicente Perez Garcia, General Primo de Rivera 11, Madrid. NCIA. I.R.-959.

★★ Plastic molding machinery, compression, injection. Industrias Plasticas Madrileñas, Enrique Velasco 7, Madrid. I.R.-998.

★★ Wine filling machine, Eduardo Delage S.L., Recoletos 3, Madrid. I.R.-988.

★★ Wrapping, packaging machines for fruit business. (Exclusive distributor); Earle Teitler, Alfonso XII, 46, Madrid. NCIA. I.R.-975.

★★ Machinery for wrapping, packaging candy for retail sales. Agency Alessandro Cabella Piaggio, Martin de los Heros 77, Madrid. NCIA. I.R.-943.

▪ **TAIWAN**—Hand driven glove knitting machines with attachments. Loan 113; worldwide. Credit amount $17,712. Bid deadline Feb. 12. China Development Corp. for Universal Knitting Co., Ltd., 89, 2 sec. Yenping Rd., N., Taipei.★

▪ **TUNISIA**—Special tube filling machine for toothpaste. Société Tunisienne de Banque has indicated purchase of above with expectation of financing through subloan under DLF loan 196. U.S. source. Credit amount $14,100. Société Tunisienne de Produits Cosmetiques, 19 rue d'Anjou, Megrine-Coteaux, whom suppliers should contact for further information.

VENEZUELA—Machinery for manufacture of transformers for electronic equipment such as television sets, radios, amplifiers. De Lima & Cia., C.A. (importer, wholesaler, retailer, sales agent), Ave. Universidad, Monroy a Misericordia, Caracas. WTD 12/20/62.

356 General Industrial Machinery, Equipment

★★ **ITALY**—Fire extinguishers, related appliances—agency leading to licensing. Stopfire, Via Viterbo 73, Turin. I.R.-687.★

★★ Modern machinery for extruding rubber products and automatic molding and vulcanizing equipment. Mammut S.p.A. Industria Lovorazione Gomma, Arenzano Genoa. WTD July 1961. I.R.-675 A.

★★ Plastic and paper embossing tools and equipment. (Agent). Tecnolux Di G. Maccari, Via B. Martino Da Pegli 2, Genoa. WTD July 1961, I.R.-675. B.

★★ Fire fighting equipment—agency leading to licensing. Minimax S.a.S. Via Roma 10, Genoa. I.R.-677.

▪ **INDIA**—Oil transfer pumps required by Damodar Valley Corp., Calcutta. Loan 125; worldwide source. Tender S/116/AID, bid deadline Feb. 14. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms, including specifications are available for $2. Also available from Director General India Store Dept., Government Bldg., Bromyard Ave., Acton, London, W.3; Embassy of India, Naigai Bldg., 13/20, Chome Marunouchi Chiyodaku, Tokyo; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Cost of tender forms not refundable, forms not transferable.

● **IRAN**—10 items of equipment for small steel ingot casting plant, including annealing furnace, ladles, ingot molds, heavy duty mixer (Mix Muller) for re-

fractory materials. Tender 41-667, bid deadline Feb. 9. Iranian State Railways, Purchase Dept., sec. of Adjudication & Contracts, Tehran.★ (WO 7-2723).

★★ **SPAIN**—Electric furnace, resistance type, for enameling metallic articles, automatic temp. contols 30 cm. wide, 40 cm. long, 40 cm. high, temps. up to 1,500°C; also electric furnace to melt silver, max. charge 1 kg., monthly production 200 kg., alloy of about 90% ag., balance copper; power available 220 v., 50 cy.; electroplating equipment (gold, silver, nickel), bright finish required, 60 cm. long, 40 cm. wide, 50 cm. deep. Artesania Sacra, C/ de la Huerta 12, Madrid. I.R.-953.★

★★ Water pumps, submergible type; seawater purification equipment. Agency or distributor. Guinea Y Viorreta S.L., Santa Isabel 34, Madrid. I.R.-932.

SWEDEN—Novelties in firefighting, rescue equipment; requests price lists, advertising matter. Allmanna Brandredskapsaffaren AB (importer, wholesaler), Scheelegatan 28, Stockholm K. WTD 12/19/62.

357 Office, Computing, Accounting Machines

NEW ZEALAND—Office equipment. Grant Molloy, Ltd. (importer, manufacturer, wholesaler, commission merchant), P.O. Box 3332 or Ashington House, 75 Wakefield St., Auckland. WTD 1/9/63.

★★ **SPAIN**—General office equipment; Antonio Garcia, Madera 26, Madrid. I.R.-954.

VENEZUELA—Dictaphones, similar office equipment. Direct purchase and agency. Dinarica S.A. (importer, sales agent, wholesaler), Edificio El Trebol, Jesuitas a Maturin, Caracas. WTD 12/26/62.

358 Service Industry Machines

BAHRAIN—Room air conditioners. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

GERMANY—Plants, equipment of all kinds, sizes used in treating organic, inorganic waste water; requests replies in German from manufacturers only. Direct purchase and agency. Wilh. Schneck Sen. (wholesaler, sales agent), 24 Sandstr., 59 Siegen/Westf. WTD 12/21/62.

ISRAEL—Electric floor cleaning, maintenance equipment, all 42 voltage, for offices, schools, hospitals, including scrubbers, polishers, suction dryers, vacuum cleaners, mostly for white concrete floors; equipment tested, approved by U.S. authorities. M. Gordon, Director, Stores & Supplies Dept., Municipality Tel Aviv-Yafo (local government entity), 22 Maze St., Tel Aviv.

★★ **ITALY**—House and office heating and air conditioning equipment. A. M. Pattons, Via F. Casoni 44, Genoa. I.R.-787.

★★ Manufacturer of gas household appliances seeks additional lines-air conditioning. Propaganda Gas, Via S. Tomaso 24, Turin. WTD June 1960, I.R.-795.

▪ **LEBANON**—Double contact plate freezer, refrigerated aluminum truck body, boiler. Loan 99; worldwide. Williams, S.A.L., Subborrower, P.O. Box 481, Beirut, where interested suppliers should apply for further information.

360 Electrical Machinery, Equipment, Supplies

★★ **SPAIN**—Electronic equipment and parts, direct import or agency; Cinte, Carretas 14, Madrid. NCIA. I.R.-944.

★★ Electrical parts, household appliances, communications equipment (agency); Angel Somoza Pillado, Plaza Meseta 1, Colonia de Manzanares, Madrid. NCIA. I.R.-936.

361 Electric Transmission Equipment

▪ **INDIA**—Auxiliary transformers, 4; general auxiliary transformers, 2, accessories, spare parts, tools and equipment. Specification 1396-ES-1B.

Autotransformers, 220/132 kv., 2; auxiliaries, accessories, spare parts, tools and equipment. Specification 1396-ES-1C. Loan 190; U.S. source. Bid deadline Feb. 15. Government of Orissa, Office of Engineer-in-Charge, Talcher Thermal Scheme, Bhubaneswar 1, Orissa. Copies of specifications may be obtained by qualified bidders from Gibbs & Hill, 393 Seventh Ave., New York 1, N.Y. Attention H. A. Johnson. A deposit of $50, in form of certified check or postal money order, required for each complete set of bidding documents.

▪ **ISRAEL**—Hewlett Packard, or equivalent, equipment. Loan 28; U.S. source. S/A 791/1/452. Bid deadline Feb. 8. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: M. Hans. Tenders should refer to S/A number 791/1/452, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by May, prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

★★ **ITALY**—Modular standard mounting racks for electrical panels. Societá Accomandita Semplice Di Griotto & Co. (Car), Via Fratelli Villani 11, Regina Margherita, Turin. I.R.-65.★

▪ **PAKISTAN**—Power transformers. Loan 29; worldwide. Inquiry 46. Bid deadline Feb. 15. Water & Power Development Authority, Power Dept., 1 Goulding Rd., Lahore, W., soliciting quotations through consulting firm, Societa Montecatini, Settore Energia. Largo G. Donegani 1/2, Milan 134, with 2 copies of bid to be sent both firms.

▪ Single-ph., watthour meters, 23,000; polyphase 2 element, 3 element watthour meters, 1,000 each, various cap. Loan 79; worldwide. Tender T-79-30. Bid deadline Feb. 18. West Pakistan Water & Development Authority, Lahore. Tender documents available from WAPDA or from Miner & Miner International, Inc., P.O. Box 548, Greeley, Colorado.★

▪ **TAIWAN**—Set of power transformers, complete with oil, accessories, spare parts; 2 sets 3.45 kv. outdoor feeder switchgear cubicle; set of potential trasformer for metering, relaying purposes; set of multistage blower, diam. 150 mm., complete with accessories, motor. Loan 113; worldwide. Credit amount $29,000. Bid deadline Feb. 12. China Development Corp. for Formosa Plastics Corp.★

THAILAND—Pole line hardware. Loan 19; worldwide. Inv. PDC-MEA-146. Bid deadline Feb. 13. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METEIEC, Bangkok.★

▪ Pole line hardware. Loan 19; worldwide. Inv. PDC-MEA-147. Bid deadline Feb. 19. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METEIEC, Bangkok. Copies of complete bid invitation available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., N.W., Washington 8, D.C.★

362 Electrical Industrial Apparatus

▪ **INDIA**—Single operator oil cooled transformer type arc welding set, d.c. compressor unit, complete with 6 ft. of cable with sockets at each end, high frequency units, 2; Mark II water-cooled manual welding set, 2; hydraulic flanging machine with motor and starter. Loan 157; U.S. source. IL #989592/DLF-157/61HQ/CG.III. Ref. 4(134)/62-AID.II. Bid deadline Feb. 15. The Kusum Products, Ltd., 9 Brabourne Rd., Calcutta 1.

★★ **ITALY**—Automatic devices for machine tools. Minganti, Via Ferrarese 83, Bologna. WTD July 1962, IR-784.

★★ Electromechanical apparatus, electric welding equipment. F.C.F.—Finanziaria Commissionaria Fiduciaria, Piazza Mignanelli 3, Rome. NCIA. IR-848★

★★ Electromechanical apparatus for railway application. Costruzioni Impianti Industriali Ing. Roberto Iezzi, 152 Via IV Novembre, Rome. NCIA. IR-7.

★★ Industrial process control instruments. Agency leading to licensing. Fantini & Cosmi, Via Mecenote 75, Milan. WTD Sept. 1962. IR-684.

★★ Automation equipment for industry. Guglielmino Ing. G. & Figli, Via Madama Cristina 108, Turin. IR-685.

Electric motors, very small size 110-25 v., 50-60 c., 4 pole, 40-50 w. reversible direction. Costruzioni Elettroniche e Meccaniche di S. Cabasino (manufacturer, wholesaler), Via Salandra 34, Rome.

363 Household Appliances

BAHRAIN—[illegible] household appliances, especially refrigerators, freezers, washing machines, cookers, vacuum cleaners. Abbas Ahmed & Bros. (importer, retailer, wholesaler, exporter, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

★★ **SPAIN**—Household appliances for sale in retail outlets. Comercial Sarel, Av. Generalisimo Franco 349, bis. int., Barcelona. NCIA. IR-925.

364 Electric Lighting, Wiring Equipment

● **GREECE**—Supply of 500-2 way, 100-3 way, 60-4 way L.T., underground straight through link disconnecting boxes. Tender PAP/864, bid deadline Feb. 13. Estimated value of contract $47,000. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens. Copy of specifications for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

ITALY—Lighting for motion pictures, television. Direct purchase and agency. Mole-Richardson (Italia), S.r.l. (agent), Via del Velodromo 70, Rome.

Spotlight lamps for motion picture theaters; photographic, television studios. Ianiro, S.r.l. (manufacturer), Via della Ranocchia 8, Rome.

Motion picture bulbs; special bulbs such as germicide, spectral, microprojection, other bulbs used in scientific field. Direct purchase and agency. Gentili Garibaldi (wholesaler), Via Nazionale 66, Rome.

365 Radio, Television Sets

BAHRAIN—Radio, television receivers; all models, types. Abbas Ahmed & Bros. (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 201, Bahrain. WTD 6/12/62.

SWITZERLAND—Stereo, nonstereo music registered on magnetic tapes. Rauber S.A., Entreprise generale de musique et d' edition (retailer, wholesaler), 21 ave. des Alpes, Montreux, Vaud. WTD 11/15/62.

366 Communications Equipment

● **GREECE**—Supply of loading coils,

matching transformers, racks. Tender 6142, bid deadline Feb. 22. Supply Committee, Greek Telecommunications Org., 4 Sophocles St., Athens.★ (WO 7-4823.)

● Supply of 500 coin box telephones, ancillary equipment. Tender 6177, bid deadline Feb. 20. Greek Telecommunications Org., 4 Sophocles St., Athens.★ (WO 7-4823.)

▪ **PAKISTAN**—Installation of internal telephones system for T.P. I and II, 2 sets, complete turnkey job for supply, plus erection of fully automatic telephone exchange with extension. Loan 6; worldwide. VA-2/ICA/65819/DLF/62. Bid deadline Feb. 11. Director General of Supply & Development, Frere Rd., Karachi. Specifications available from Embassy of Pakistan, 2315 Mass. Ave., NW., Washington 8, D.C.★

★★ **SPAIN**—Intercoms, agency; Angel Somoza Pillado, Plaza Meseta 1, Colonia de Manzanares, Madrid. NCIA. I.R.-942.

VENEZUELA—Sound systems: recording, reproduction, affiliated lines. Direct purchase and agency. Sonofon C.A. (importing distributor, sales agent), Edificio Annecy, Ave. Los Jabillos Sabana Grande, Caracas. WTD 12/20/62.

367 Electronic Components, Accessories

★★ **ITALY**—Electrical and mechanical components for automation in mechanical industries. Bassoli, Ing. Fernando, Via P. Mancini 21, Turin. I.R.-748.★

SWEDEN—WHF radio equipment; CB transceivers; requests price lists, advertising matter. Allmann Brandredskapsaffaren AB (importer, wholesaler), Scheelegatan 28, Stockholm K. WTD 12/19/62.

VENEZUELA—Electronic parts, equipment for use in assembly operations. De Lima & Cia, C.A. (importer, wholesaler, retailer, sales agent), Ave. Universidad, Monroy a Misericordia, Caracas. WTD 12/20/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

CANADA—Automotive grill, front fender parts; requests replies from manufacturers only. Wainalta Importers (importing distributor), Box 905, Wainwright, Alberta. WTD 1/8/63.

GERMANY—Crankshafts, shock absorbers for German vehicles; requests replies from manufacturers only. Direct purchase and agency. Paul Bronnold (manufacturer's agent), 68 Weissenburgstr., 4 Duesseldorf. WTD 12/12/62.

● **INDIA**—Medium recovery vehicle, light recovery vehicle (wreckers), 1 each. Tenders SE-603, SE-604, bid deadlines Feb. 28, and March 1. Director General, Border Rds., New Delhi. Tender forms, specifications available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., for $2.50 per set.

▪ Motor vehicle wheels, 300, 5 holes to suit 7.50 x 20 tires for Ford 1947-52 models; main drive gears, gears and clutch discs. Deadline Feb. 9.

▪ Motor vehicle parts, oil seals, master parts, fuel pump repair kit. Deadline Feb. 20.

Above equipment for Loan 217; U.S. source. IL#E.268523. Ref. No. 60(343)/62-AID(1). Madras Auto Service Pvt., Ltd., 37 Mount Rd., Madras 6. Cable: AUTOSERV.★

▪ Motor vehicle parts. Loan 217; U.S. source. IL#A-592098/61AU-DW/CCI/HQ/RM. Ref. No. 60(348)/62-AID(1). Deadline Feb. 6. Garage tools. Loan 217; U.S. source. IL # A - 591262/61/AU - DW/CCI/HQ/RM. Ref. No. 53(108)/62-AID(1). Deadline Feb. 10. Hindustan Motors, Ltd., 15, India Exchange Pl., Calcutta 1.★

▪ Automobile brake parts; transmission, differential gears; clutch discs; carburetors, parts; windshield glasses for cars, trucks, tinted, clear; electrical spares for Dodge, Plymouth, Willys; electrical switches. Loan 217; U.S. source. IL 129479. Ref. 60(364)/62-AID(1). Bid deadline Feb. 15. India Motor Parts & Accessories Ltd., P.O. Box 2422, 1/155 Mount Rd., Madras. Cable: INDIAMOTOR, Madras.★

MEXICO—Refrigeration (air-conditioning) equipment for automobiles, trucks. Refrigeracion Automotriz (importer, wholesaler), Aptdo. Postal 690, Monterrey, N.L. WTD 1/8/63.

▪ **TUNISIA**—Automotive cylinders, 7. Société Tunisienne de Banque has indicated above purchase with expectation of financing through subloan under DLF loan 196; U.S. source. Credit amount $90,880. Entreprise de Travaux Publics, Mme Stoll, 63 rue de Besancon, Tunis, where interested suppliers should apply for further information.

VENEZUELA—Spare parts, accessories for automotive vehicles, special tools, ignition parts. Ingeneria de Combustion C.A. (importing distributor, sales agent, service co.), Primera Calle Ciudad Industrial Catia, Caracas. WTD 12/26/62.

373 Ship, Boat Building, Repairing

CHILE — Industrial fishing equipment; completely equipped industrial fishing vessels of around 100 tons capacity. Kenrick-Imagri S.A.C. (importer), Alameda B. O'Higgins 1796, Casilla 264-V, Santiago. WTD 7/18/61.

381 Engineering, Laboratory, Scientific, Research Instruments, Associated Equipment

● **INDIA** — Paleontological equipment. Tender enquiry SEM/540/Ret., bid deadline Feb. 20. Director, India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

▪ **ISRAEL**—Tektronix, or equivalent, 6, 515 A oscilloscope, to include, 10 db attenuator probe, 6, binding post (013-004), 12, green filter (378-514), 6, conductor power cord (161-608), 6; all equipment for 230 v. 50c. operation. Loan 28; U.S. source. S/A 791/1/453. Bid deadline Feb. 8. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: M. Hans. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Mar., prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

382 Instruments For Measuring, Controlling, Indicating Physical Characteristics

★★ **ITALY**—Humidity gauges, automatic temperature regulators. O.C.R.A.S., Corso Moncalieri 27B, Turin. I.R.-752.★

★★ Temperature control instruments for gasoline pumps, meters, refineries and related items. WTD June 1962. Giuseppe Castellazzo, Lungobisagus Isbuna 34, Genoa. I.R.-812.

★★ Manufacturer of thermometers, pressure gauges seeks to represent similar lines. Nuova FIMA Fabbrica Italiana Manometri Affini, Via C. Battisti, 45, Invorio (Novara) NCIA, I.R.-841.★

384 Surgical, Medical, Dental Instruments, Supplies

BURMA—Fumigation equipment, such as gas-proof sheeting, PVC sheeting, vinyl sheeting, all 1 mm. thick; face masks, respirators; respirator purifier canisters; halide detector lamps; cloth adhesive tapes; vinyl adhesive tapes; methyl bromide can openers; rubber brushes; requests price quotations, catalogs. Direct purchase and agency. National Freight Services, Ltd. (general merchant; exporter; freight, insurance agent), Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 1/3/63.

● **EAST PAKISTAN**—Veterinary equipment and supplies, including silk thread, sterilizers, measuring cylinders (glass), needles, absorbent and boric cotton. Tender S-4/604/Equip./62, deadline Feb. 14. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2. All communications must be addressed to the officer named above by title only and not by name.★ (WOrth 7-2339.)

GERMANY—Specialized safety equipment, clothing for industrial workers; will consider special orders. Direct purchase and agency, eventually for West Berlin, Federal Republic of Germany. Friedrich Wettlaufer. Inh. Richard Wettlaufer (manufacturer, wholesaler, importer, exporter), P.O. Box 406 or Elisabethenstr. 11, 6080 Gross Gerau.

ITALY—Operating tables, hospital sterilizing equipment. E. Invernizzi, S.p.A. (importer), Via del Corso 49, Rome. WTD 4/14/61.

★★ **SPAIN**—Medical apparatus and instruments and laboratory equipment. Specifically interested in X-ray machines, short-wave impulse machines and heart-lung machines; Optric S.L., Barco 24, Madrid. I.R.-935.

VENEZUELA—Instruments, supplies and utensils for dentists. El Mundo Dental, S.A. (importing distributor, sales agent), Edificio Atlántico, Calle Real de Sabana Grande, Caracas. WTD 12/27/62.

386 Photographic Equipment, Supplies

ITALY—Equipment for motion pictures, television, such as cameras, projectors, sound equipment. Direct purchase and agency. Mole-Richardson (Italia), S.r.l. (agent), Via del Velodromo 70, Rome.

Motion picture cameras, projectors. Direct purchase and agency. Gentili Garibaldi (wholesaler), Via Nazionale 66, Rome.

Motion picture developing machines, 35 and 16 mm., printing machines, ultrasonic cleaners, joint presses, cameras, projectors; other developing, printing, studio equipment. Istituto Luce, S.p.A. (producer of motion picture shorts), Piazza Cinecitta 11, Rome.

Motion picture cameras, synchronized sound recorders. Ital Caribe Cinematografica, S.r.l. (motion picture producer), Via G. Pisanelli 2, Rome.

VENEZUELA—Dry copiers, heliographs. Direct purchase and agency. Dinarica S.A. (importer, sales agent, wholesaler), Edificio El Trebol, Jesuitas a Maturin, Caracas. WTD 12/26/62.

394 Toys; Amusement, Sporting Goods

VENEZUELA—Sports equipment, mainly for school-age children. Johanan Gallego "La Union" (importing distributor, manufacturer), 13 San Jacinto a Madrices, Caracas. WTD 12/20/62.

395 Pens; Pencils; Other Office, Artists' Materials

SWEDEN—Office equipment such as carbon

paper, stencils, pens, ink. Direct purchase and agency. C. A. Svardstrom AB (wholesaler, sales agent), Viktor Rydbergsgatan 37, Goteborg S.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

★★ **ITALY**—Costume jewelry, novelties. Distributorship. Vittone Guido, Via Marconi 15, Biella (Vercelli). I.R.-792.

398 Miscellaneous Manufacturing Products

★★ **SPAIN**—Interested in representing U.S. manufacturers of all types of containers and packaging materials; Cipriano Flores Guillamon, Fernando el Católico 58, Madrid. NCIA. I.R.-949.

399 Miscellaneous Manufacturing Industry Products

SWEDEN—Gift articles. Direct purchase and agency C. A. Svardstrom AB (wholesaler, sales agent), Viktor Rydbergsgatan 37, Goteborg S.

SWITZERLAND—Advertising gifts, preferably novelties, good quality adjusted to metric system; in case of barometers, related products, to Celsius; with German texts. Direct purchase and agency. Unicommerce Basel A.G. (importer, wholesaler), Lindenhofstr. 20, Basel. WTD 12/28/62.

▪ **U.A.R. (Egypt)**—KP 84 Kewanee package boiler burner units, 5; Kewanee square heat generators, 10; 3-ph. automatic circuit breakers, 250, open type, flush mounting models; 3-ph. automatic circuit breakers, 1,000, 15, 25 a. rated current; 3-ph. self-protected, ventilated dry type network transformers, 2; rated output 500 kv.-a.; transformer with output rating, 300 kv.-a.; 3-pole H.T. disconnecting switches, 150; 3-pole H.T. load breaker switches, 150; galvanized steel sheets, cold rolled steel sheets; carbon black for rubber industries; rotary type portable air compressors; nontilt, side discharge concrete mix; diesel driven 28 hp. mounted on steel wheels; drum paver on crawler; diesel powered fork lift trucks; freon gas, fluorescent lamps. Loan 27; U.S. source. Bid deadline Feb. 8. Engineering General Co., 11 Orabi St., Cairo. Cable: EGICI.★

505 Farm Products, Raw Materials

▪ **TAIWAN**—Dairy cattle, bull, registered, nonregistered heifer; market milk-making equipment, capable of processing about 1,500 l. raw milk per 1 operation about 8 hours; milking machine of 6 units. Loan 113; worldwide. Credit amount $74,000. Bid deadline Feb. 12. China Development Corp. for Tung Shan Ranch Co., Ltd.★

509 Miscellaneous Wholesaler Products

ITALY—Nonferrous metal scrap: copper, brass, aluminum. Giovanni Rolla, Successori (wholesaler), Via Casilina 71, Rome.

★★ Nonferrous metal scrap. Inteco, Via Ormea 41, Turin. I.R.-751.

★★ **SPAIN**—Scrap theromplastic materials. Plásticos Celulosas S.A., Murcia 35, Barcelona. NCIA. I.R.-922.

★★ Scrap copper; Candido Cobian, José Antonio 49, Madrid. I.R.-958.

781 Motion Picture Production, Distribution

ITALY—Full length films; 35, 16 mm. Edmondo Amati (importer, distributor), Via Varese 20, Rome.

Full length, short films; 35, 16 mm. Direct purchase and agency. Metropolis Film (producer, importer, distributor), Via Sommacampagna 47, Rome.

Full length motion pictures, 35 mm. Film Napoleon, S.p.A. (producer, importer, distributor), Via Panama 88, Rome.

U.S. full length motion pictures; requests replies in French. I.N.D.I.E.F., S.p.A. (Internazionale Nembo Distribuzione Importazione Esportazione Film) (importer, exporter, distributor) Via Lazio 9, Rome.

251 Household Furniture

CANADA—Household furniture, living room furniture, bedroom furniture, specialty decorative articles. Exclusive agency. Bernard G. Migi Agencies (manufacturer's agent, importing distributor), 7021 Clover Rd., Montreal 29, Que. WTD 1/9/63.

259 Miscellaneous Furniture, Fixtures

NETHERLANDS—Aluminum venetian blinds; requests price quotations FOB port. Exclusive distributorship. Vink Lichtmetaal N.V. (metal fabricator), Canraedsweg 20, Arnhem.

264 Converted Paper, Paperboard Products

PAKISTAN—Imitation leather insulation paper. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

280 Chemicals, Allied Products

IRAN—Industrial chemicals and fertilizers. Rodya Co. (exporter, importer), 9 Serai Omid, Tehran. WTD 12/20/62.

281 Industrial Chemicals

NORWAY—Chemicals for cleaning of ship tanks, particularly oil tanks; protective coatings for oil tanks. Einar Houlder (manufacturer, manufacturer's agent), 17 Frognerveien, Oslo. WTD 1/8/63.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

PAKISTAN—Plastic sheets, ebonite rods and sheets, cable compounds LT & RT for insulating purposes. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

283 Drugs

ADEN—Patent medicines and other prepared drugs; penicillin and antibiotics. Ahmed & Ali H. G. Alwajih (importing distributor), P.O. Box 382, Aden. WTD 9/15/62.

BRAZIL—Ethical pharmaceuticals. Laboratorio Yatropan S.A. (manufacturer, processor), Avenida Brigadeiro Luiz Antonio 290, or Caixa Postal 4699, Sao Paulo. WTD 12/13/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ADEN—Cosmetic and beauty preparations, such as face and hand creams, lipstick, powder, hair dye. Ahmed & Ali H. G. Alwajih (importing distributor), P.O. Box 382, Aden. WTD 9/15/62.

NORWAY—Cosmetics, inexpensive, nonadvertised products, such as lipstick, eyebrow and nail pencils, face powder, rouge, and related products. H. O. Lund (manufacturer's agent), 62a Blindernveien, Blindern. WTD 11/28/62.

PARAGUAY—Nail polish, good quality. Venus, S.A. (importer, wholesaler), Casilla Postal 625, Asunción. WTD 11/15/62.

SWITZERLAND—Perfume, cosmetics and hairdressers' specialties. Procosa S.A. (wholesaler, manufacturer), 7 Chemin Maisonneuve, Chatelaine, Geneva. WTD 1/7/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farm Products

MOROCCO—Raw cotton. J. Dayan et Cie. (importer, wholesaler), 25 rue de Strasbourg, Casablanca. WTD 1/3/63.

NORWAY—Raw cotton. C. B. Barth & Co. (importer, wholesaler, manufacturer's agent), 33 Parkveien, Oslo. WTD 12/6/62.

209 Miscellaneous Foods

DENMARK—Name brand miscellaneous food items. A/S Dansk Konsumvare Import (importing distributor), 39 Studiestraede, Copenhagen K. WTD 7/5/60.

220 Textile Mill Products

IRAN—Upholstery fabrics; piece goods of rayon and polyester fibers. Exclusive agency on commission basis. Unitex Trading Co., Ltd. (partnership), Seraye Arabzadeh, Avenue Bouzarjomehri, Tehran. WTD 12/19/62.

SOUTH AFRICA—Cotton textiles, including dyed twills, denims and poplin, dyed and printed sateens, dyed Bedford and Random cords; cotton and rayon fancy poplins and interlining for shirt collars; textiles for use by men's clothing industry; requests samples. E. H. Amra & Co. (manufacturer's representative, general agent), 46a Queen St., Durban.

239 Miscellaneous Fabricated Textile Products

IRAN--Man-made fiber draperies, fiber glass draperies. Exclusive agency on commission basis. Unitex Trading Co., Ltd. (partnership), Seraye Arabzadeh, Avenue Bouzarjomehri, Tehran. WTD 12/19/62.

285 Paints, Varnishes, Lacquers, Enamels

PAKISTAN—Insulating varnish. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

289 Miscellaneous Chemical Products

GERMANY—Lemon and orange essential oils. Alfred N. Hertz (manufacturer, manufacturer's agent), Walddoerferstr. 418, Hamburg-Wandsbek. WTD 8/24/62.

291 Petroleum Refining

GERMANY—Fuel, diesel, and gas oils. Blumenfeld & Co. (importer, exporter, wholesaler, distributor), Chilehause B., Hamburg 1. WTD 11/21/58.

306 Fabricated Rubber Products

PAKISTAN—Rubber gloves and gauntlets for electrical use. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

322 Glass, Glassware

AUSTRALIA—Domestic glassware, average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

326 Pottery, Related Products

AUSTRALIA—Ceramic domesticware, average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

PAKISTAN—Mica and built-up mica for insulating purposes. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

331 Steel Mill Products

BRAZIL—Ferrous metals: plates, sheets, rods, and other forms. Marcel W. Vosters (sales agent), Rau Barao de Itapetininga 93, 7° andar, Caixa Postal 6619, Sao Paulo. WTD 3/27/62.

INDIA—Tool, alloy and constructional steels. Bird & Co. (Pvt.), Ltd., Agency Department (managing agency), 1 India Exchange Pl., Calcutta 1. WTD 3/22/62.

ITALY—Steel alloys, stainless steel, tool steel; requests replies in Italian. Metallacciai Isonzo (wholesaler, agent, retailer), Via Pietro Durantini 22-22A-24, Rome.

PAKISTAN—Galvanized steel line wire single and stranded, and barbed; flat bottom rails, fish plates, fish bolts and nuts; iron and steel billets, blooms, slabs, tinplates, galvanized plain and corrugated sheets; hot rolled or cold rolled sheets, pipes and all other tubular products, black wire, nail wire, spring steel wire, joints, angles, stainless steel sheets; steel tubes for water well casing and mild steel black tubes; galvanized iron pipes for water and gas, line pipe for oil industry; steel, manila and nylon wire rope for cranes, shipping lifts and hoists, paper insulated, single-core or multicore, double steel, taped, armoured cables of 600 v. and 11 kv. for underground use, sizes LT up to 1 sq. in. RT up to 5 sq. in.; boiler and super heater tubes, cold drawn, electrically welded. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

SOUTH AFRICA—Tinplate for manufacture of bottle caps; requests replies from manufacturers only with price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Comag (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 3844, Cape Town. WTD 12/5/62.

SWITZERLAND—Stainless steel seamless pipes and tubes; stainless steel sheets and plates, C.R. and H.R.; cold rolled stainless steel strips; normal electro sheets, H.R., and grain oriented C.R. Eric Uldry, S.A. (importing distributor), Avenue Bergieres 47, Lausanne. WTD 10/29/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ITALY—Brass in bars; tin in cakes and rods; requests replies in Italian. Metallacciai Isonzo (wholesaler, agent, retailer), Via Pietro Durantini 22-22A-24, Rome.

PAKISTAN—Hard drawn copper wires single and stranded, bronze and cadmium copper wire, double cotton covered, plain and super synthetic enamelled and silk covered; copper ingots and copper wire bar for electrical purposes; aluminum, copper, brass, lead and zinc in sheets, coils, plates, rods, tubes, wires, protection cables for power houses. The Imperial Electric CO., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

342 Cutlery, Handtools, General Hardware

AUSTRALIA—Cutlery, average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

344 Fabricated Structural Metal Products

EL SALVADOR—Corrugated galvanized steel culverts; requests replies from manufacturers only. Indent agency. Frenkel y Cia. (distributor), 1236 Calle Rubén Dario, San Salvador. WTD June 1962.

IRELAND—Boilers for power stations; boilers for turbo alternator sets up to 60 mw. Joseph McKeever & Co. (manufacturer's agent), 54 Dame St., Dublin 2.

PAKISTAN—Metal windows, sash section and all other shapes, bars, structurals; steel towers for power lines. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

349 Miscellaneous Fabricated Metal Products

INDIA—Aluminum pipes, particularly 6" diameter, used for irrigation purposes. McLeod & Co. (managing agency), Agency Department, 3 Netaji Subhas Rd., Calcutta 1. WTD 7/11/62.

NORWAY—Hydraulic and pneumatic control valves for loading and discharging systems for tankers; requests replies from manufacturers only. A. B. Morch & Co. (manufacturer's agent), 13 Observatoriegate, Oslo. WTD 10/22/62.

351 Engines, Turbines

PAKISTAN—Diesel and kerosene engines. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

352 Farm Machinery, Equipment

PAKISTAN—Agricultural machinery, especially tractors of 25-35 hp. or from 55 hp. upward. Gilani, Ltd. (importer, wholesaler, manufacturer's agent), 39 Garden Rd., Karachi 3. WTD 2/15/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

ADEN—Heavy duty trucks, diesel and gas, pick-ups, 5-7 ton capacity, suitable for ridged and rocky country roads. Ahmed & Ali H. G. Alwajih (importing distributor), P.O. Box 382, Aden. WTD 9/15/62.

INDIA—Materials handling equipment, such as cranes, weighing machinery, cars for transportation of materials, freight elevators, conveyors, ladles, and other allied items. Western Mechanical Industries Pvt., Ltd. (manufacturer), Industry Manor, opp. Bengal Chemicals, Worli, P.O. Box 6588, Bombay 18. WTD 6/3/59 on The Western Manufacturing Co.

PAKISTAN—Excavators, trench diggers. Gilani, Ltd. (importer, wholesaler, manufacturer's agent), 39 Garden Rd., Karachi 3. WTD 2/15/62.

PAKISTAN—Electric hoisting units, portal cranes, traveling cranes, gantry cranes, slowing cranes, derrick cranes, tower cranes, truck cranes, passenger and freight lifts, belt conveyors, hydraulic jacks 10-300 tons capacity, double foot hoisting jacks, mine hoists, scrapper, conveyors, mining plants and other mining equipment, cableways, traversers, wagon winches, power machines as scotch marine, boilers, horizontal design, rectifiers, electric furnaces, deep drilling equipment such as core drilling equipment, truck mounted geophysical drilling equipment, blow out preventors, portable well servicing units, recording cabs carrying siesmic reflection equipment, machines as jaw crushers, ball mills, classifiers. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

354 Metalworking Machinery, Equipment

PAKISTAN—Welding sets. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor). 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

355 Special Industry Machinery

BRAZIL—Machinery and equipment for electronic industries. Aplicacoes Eletronicas Artimar, Ltda. (sales agent, representative), Avenida Ipiranga 1208, 3° andar, Caixa Postal 5881, Sao Paulo. WTD 12/7/62.

PAKISTAN—Machinery for manufacture of dry cell batteries, including electrolyte mixing machine, automatic wrapping machine, automatic dolly press, combined automatic stamping machine, covering and capping machine, sealing and brushing machine, filling and cocking machine, shaking sieve, automatic guaranteeship and body labeling machine, inserting and beading machine, mixing drums; best quality desired. Ready Light Battery Co., Ltd. (manufacturer), Jhautolla Rd., P.O. & District: Bogra, East Pakistan.

Ice cream making machines. Associated Electrical Industries (Pakistan), Ltd. (importing distributor, manufacturer's agent), Shernaz House, West Wharf Rd. or P.O. Box 4958, Karachi 2. WTD 7/23/62.

356 General Industrial Machinery, Equipment

NORWAY—Bilge pumps for ships. A/S Nor-Marine (manufacturer's agent), 5 Lille Grensen, Oslo. WTD 9/20/62.

PAKISTAN—Water pumps, domestic and industrial types; air compressors. Associated Electrical Industries (Pakistan), Ltd. (importing distributor, manufacturer's agent), Shernaz House, West Wharf Rd. or P.O. Box 4958, Karachi 2. WTD 7/23/62.

Deep well pumps, slush pumps, centrifugal pumps for petrol flame proof and for chemical industry, submersible pumps for petrol; air compressors mobile pneumatic wheel mounted up to 325 cu. ft. per minute; ball bearings. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

357 Office, Computing, Accounting Machines

BRAZIL—Electronic computers. Aplicacoes Eletronicas Artimar, Ltda. (sales agent, representative), Avenida Ipiranga 1208, 3° andar, Caixa Postal 5881, Sao Paulo. WTD 12/7/62.

GERMANY—Electronic computers; digital computing blocks; requests replies in German from manufacturers only. Elektrotechnik Freudenberg, Inh. E. Kaufer (wholesaler, retailer, manufacturer's agent), 5905 Freudenberg Kr. Siegen. WTD 1/2/63.

358 Service Industry Machines

PAKISTAN—Window type air conditioners; requests replies from manufacturers only. Wireless Traders (retailer, wholesaler, manufacturer's agent), Victoria Rd., P.O. Post Box 7259, Karachi. WTD 4/6/62.

Air conditioners, domestic and industrial; refrigeration equipment, water coolers and bottle coolers. Associated Electrical Industries (Pakistan), Ltd. (importing distributor, manufacturer's agent), Shernaz House, West Wharf Rd. or P.O. Box 4958, Karachi 2. WTD 7/23/62.

Air conditioners ¾ to 10 ton capacity; water chlorinating plants. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

360 Electrical Machinery, Equipment, Supplies

PAKISTAN—Incandescent sodium and mercury vapor discharge electric lamps; electric meters k.w.h. single phase and polyphase, all 50 cycles; insulation oil testing equipment; insulation oil purifying equipment; distribution transformers: 15 to 1500 kva., 3 phase, 50 cycles, 11,000/400 volts, 1,000/6,600 volts, 6,600/400, 3,300/400 (commonly in demand 11,000/400 volts); power transformers: 1500 kva. to 100,000 kva., 3 phase, 3 wire, 50 cycles, 220.132 kv., 132/11 kv., 132/60 kv., 220/11 kv., 66/11 kv., minimum oil and airblast type circuit breakers for capacity 33, 66 and 132 kv., circuit breakers of 220 and 380 kv., should be airblast type of rating 600A, 800A, 1,200A, 2,000A; diesel or dualfuel generating sets 4-stroke, solid injection, water cooled 400/440 volts, a.c., 3 phase, 50 cycles, skid mounted mobile as well as for stationary installation, preferably speed up to 600 r.p.m. up to 2,500 kw.; battery charging sets diesel/petrol engine driven for 6 and 12 volt batteries; electric motors, 3 phase, 400/440 volts, 50 cycles a.c. squirrel cage and slipring type for industrial use; flame proof motors, 3 phase, 400/440 volts, 50 cycles a.c.; power house equipment complete including water turbines, gas turbines, steam turbines, generators and boilers; power house protection equipment; remote control units; equipment for testing of 400 volts, 11,000 volts cable, routine testing of distribution and power transformers, switchgear; fuses 50 cycle, 3 phase, 3 wire, 11,000 volt and 50 cycle, 3 phase, 3 wire, 400 volt; welding sets; r.d. fuses and link fuses; time switches; train lighting dynamos; train lighting batteries, nickle cadmium. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

361 Electric Transmission, Distribution Equipment

GERMANY—Digital analog converters; recorders and plotters; large screen oscilloscopes; electronic switches and systems; requests replies in German from manufacturers only. Flektrotechnik Freudenberg, Inh. E. Kaufer (wholesaler, retailer, manufacturer's agent), 5905 Freudenberg Kr. Siegen. WTD 1/2/63.

IRELAND—Time switches. Joseph McKeever & Co. (manufacturer's agent), 54 Dame St., Dublin 2.

362 Electrical Industrial Apparatus

GERMANY—Rheostats for speed regulation; requests replies in German from manufacturers only. Elektrotechnik Freudenberg, Inh. E. Kaufer (wholesaler, retailer, manufacturer's agent), 5905 Freudenberg Kr. Siegen. WTD 1/2/63.

PAKISTAN—Electric motors. Associated Electrical Industries (Pakistan), Ltd. (importing distributor, manufacturer's agent), Shernaz House, West Wharf Rd., or P.O. Box 4958, Karachi 2. WTD 7/23/62.

363 Household Appliances

PAKISTAN—Refrigerators. Associated Electrical Industries (Pakistan), Ltd. (importing distributor, manufacturer's agent), Shernaz House, West Wharf Rd. or P.O. Box 4958, Karachi 2. WTD 7/23/62.

PERU—Washing machines, electric, 9 lb. capacity with wringer, fully automatic and semi-automatic. Sociedad Comercial Suizo-Peruana, S.A. (importing distributor, manufacturer's agent), Jiron Contumaza 929, Lima.

364 Electric Lighting, Wiring Equipment

CANADA—Lamps. Exclusive agency. Bernard G. Migi Agencies (manufacturer's agent, importing distributor), 7021 Clover Rd., Montreal 29, Que. WTD 1/9/63.

366 Communications Equipment

IRELAND — Telecommunication equipment, cross-bar telephone exchanges, telephone instruments. Joseph McKeever & Co. (manufacturer's agent), 54 Dame St., Dublin 2.

367 Electronic Components, Accessories

BRAZIL—Electronic components. (Aplicacoes Eletronicas Artimar, Ltda. (sales agent, representative), Avenida Ipiranga 1208, 3° andar, Caixa Postal 5881, Sao Paulo. WTD 12/7/62.

374 Railroad Equipment

PAKISTAN—Steam and diesel locomotives. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Electric-electronic measuring instruments; regulating equipment; electric temperature measuring instruments, dot and line recorders; contactless measuring instruments for measuring steel thickness, pin hole detectors, deep drawing of steel, width of steel strip; plant measuring instruments of all kinds for gear drives; steel pressure and drawing measuring equipment; waste water measuring equipment; metal coating measuring equipment; drinking water measuring equipment with turbid measuring; multi channel data switching machines; requests replies in German from manufacturers only. Elektrotechnik Freudenberg, Inh. E. Kaufer (wholesaler, retailer, manfacturer's agent), 5905 Freudenberg Kr. Siegen. WTD 1/2/63.

PAKISTAN—Water meters, volt meters, ampere meters, insulation testers, frequency meters, ohm meters. The Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

387 Watches, Clocks, Parts

AUSTRALIA—Clocks, especially battery operated; average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Hollow-ware, average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

394 Toys, Amusement, Sporting Goods

CANADA—Amusement and sporting goods, recreational and hobby items, do-it-yourself products. Exclusive agency. Bernard G. Migi Agencies (manufacturer's agent, importing distributor), 7021 Clover Rd., Montreal 29, Que. WTD 1/9/63.

396 Costume Jewelry, Novelties

AUSTRALIA—Costume jewelry of average to good quality. Frank M. Harkin & Co. (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

399 Miscellaneous Manufacturing Industrial Products

AUSTRALIA—Brush, comb and mirror sets; general giftware and fancy goods; average to good quality. Frank M. Harkin (manufacturer's agent), 117 York St., Sydney. WTD 8/6/59.

509 Miscellaneous Wholesale Products

ITALY—Iron and steel scrap. Sales indent agency. Ital-Refi, Rappresentanze e Forniture Industriali di Purpura Santi e Santevecchi Guido (import agent), Via Sicilia 125, Rome.

781 Motion Picture Production, Distribution

ITALY—Full length films, 35 mm. Filmar, Compagnia Cinematografica, S.r.L., (producer, exporter, distributor), Via Vicenza 12, Rome.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farm Products

BRAZIL—Raw cotton. Joseph Raphael Lagnado, Rua Florencio de Abreu, 157, Sao Paulo. WTD 4/8/60.

019 Miscellaneous Commercial Farm Products

IRAN—Licorice roots, thickness ¼ inches to 1¼ inches, quantity 500 to 1,500 tons, impurity 5%. Unitex Trading Co., Ltd., Seraye Arabzadeh, Avenue Bouzarjomehri, Tehran. WTD 12/19/62.

100 Metal Mining

★★ **SPAIN**—Wolfram, lead ingots, iron oxide, spato-flour, tantalite, berylium and rare minerals; Optric S.L., Barco 24, Madrid. I.R.-935.

204 Grain Mill Products

★★ **ITALY**—Formula for health foods, bread, made from grain. Salve Alimenti, Via Riccardo Sineo 16, Turin. NCIA. I.R.-849.

211 Cigarettes

★★ **ITALY**—Will sell rights to new process chemical cigarette filter Harry Whitefield, Via Bidone 19, Turin. I.R.-850.★

221 Broad Woven Fabric Mill Products

MALAYA—Banaras; gold or silver embroidered sarees; silk embroidered sarees; manipuri sarees; bangalore sarees; coimbatore cotton sarees; kancheepuram sarees; chiffon, tissue sarees; pure kasmir sarees; cotton printed sarees; cotton-silk sarees; printed of embroidered nylex sarees and blouses; handloom, embroidered and printed bedsheets and all handloom deluxe fabrics. R. S. Gurussamy Chettiar, 59 & 57 Market St., Penang. WTD 12/28/62.

225 Knitting Mill Products

HONG KONG—Beaded sweaters and PVC raincoats. John Tell Trading Co., 527, Man Yee Bldg., Hong Kong. WTD 11/9/61.

227 Floor Covering Mill Products

★★ **SPAIN**—Rugs, all sizes, woven; Fundación Generalissimo Franco, Apartado 22002, Madrid. I.R.-965.

229 Miscellaneous Textile Goods

INDIA—Textile dyestuffs, textile auxiliaries and industrial adhesives. Fedco Pvt., Ltd., Mafatlal House, Backbay Reclamation, P.O. Box 10078, Bombay 1. WTD 6/15/62.

230 Apparel

★★ **ITALY**—Ready made clothes, coats, raincoats, sportswear, including ski apparel. Confezioni Paulato, Gandino di Bergamo (Bergamo). I.R.-851.

231 Men's Suits

HONG KONG—Men's custom tailored suits. Sabs Agencies & Associates, P.O. Box 13929, Hong Kong. WTD 11/4/60.

234 Women's, Misses', Children's Infants' Undergarments

★★ **ITALY**—Knit underwear (wool, cotton, synthetic fiber, and mixed) and synthetic fiber patented diaper. Maglierificio Santo Dasso & Figli, Via Valsugarra 5, Genova-Pontedecimo. I.R.-834.★

236 Girls', Children's, Infants' Outerwear

★★ **ITALY**—Fine quality knit outerwear. Roby di E. Blengini, Via Garibaldi, Carru (Cuneo). I.R.-800.

239 Miscellaneous Fabricated Textile Products

★★ **ITALY**—Sails for yachts—agent. Vele Mestron SrL, Via Voltri 2, Genoa. I.R.-789.

251 Household Furniture

★★ **SPAIN**—High quality Spanish type wooden furniture—tables, chairs, cabinets, doors; also lamp fixtures, fireplace equipment, bookends, coat stands, bar stands. Milan Decoradores (Miranda, Lantero y Cía, S.R.C.), Espoz y Mina 17, Madrid. I.R.-931.

281 Industrial Inorganic, Organic Chemicals

INDIA—Cellulose acetate moulding granules. East Anglia Prastics (India), Ltd., 23 Camac St., Calcutta 16. WTD 8/28/61.

283 Drugs

BRAZIL—Pharmaceuticals for human use (ethicals). Laboratorio Yatropan, S.A., Avenida Brigadeiro Luiz Antonio 290, Cala Postal 4699, Sao Paulo. WTD 12/13/62.

287 Agricultural Chemicals

★★ **ITALY**—Pesticides, disinfectants, veterinary products for poultry. Guglielmo Pearson S.r.L., Via Buranello 14, Genoa—Sampierdarena. I.R.-776.★

289 Miscellaneous Chemical Products

FRANCE—Raw materials and aromatic products for perfumery, soap and confectionery. Agent. Bruno Court, S.A. Jean Roure & Cie., Place Martelly, Grasse A.M., P.O. Box 58. WTD 12/19/62.

307 Miscellaneous Plastic Products

★★ **ITALY**—Decorated plastic laminates for home furnishings. Steffenino Walter, Via Pinelli 1, Turin. WTD June 1961. I.R.-650.★

★★ Corrosion resistant valves up to 3 inches of PVC and other plastics. T.I.L. S.p.A., Via della Castagna 20A, Genoa—Guarto. I.R.-672.

311 Leather Tanning, Finishing

★★ **SPAIN**—Leather and tanned hides; Pieles Y Curtidos Zaragoza, Glorieta Quevedo 8, Madrid. I.R.-938.

314 Footwear

SWITZERLAND—Italian shoes. Blanca, S.A., rue Etraz 2, Lausanne, Vaud. WTD 11/6/62.

315 Leather Gloves

★★ **SPAIN**—Finished leather gloves, handbags, belts. Garcia Y Cia. S.A., Madrid 9, Burgos. I.R.-934.

322 Glass, Glassware

★★ **ITALY**—Decorative glassware, ceramics, giftware. Ente Nazionale per l'Artigianato e le Piccole Industria, San Sebastiano, 15 Genoa. I.R.-668.★

325 Structural Clay Products

JAPAN—Japanese ceramic glazed and unglazed mosaic tiles. Marukatsu Kentosha Co., Ltd., 44, Chokyuji-Cho, Higashi-Ku, Nagoya. WTD 2/1/61.

★★ **SPAIN**—Ceramic and porcelain tableware (distributor); E. Valdelvira Segura, Burgos 10, Madrid. I.R.-941.

346 Metal Stampings

INDIA—Hospital equipment and housewares. Bengal Enamel Works, Ltd., 60/2 Dharamtala St., Calcutta 13. WTD 7/16/60.

MALAYA—Stainless steel wares and/or utensils. R. S. Gurussamy Chettiar, 59 & 57 Market St., Penang. WTD 12/28/62. For catalogue write to Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Room 1310, Washington 25, D.C.

349 Miscellaneous Fabricated Metal Products

★★ **ITALY**—Manufacturer of ball valves seeks U.S. agent. Grondona S.p.A., Via Isocorte 15, Genoa. WTD May 1962. I.R.-811.★

351 Engines, Turbines

★★ **ITALY**—Steam turbines—any pressure, any temperature. Agent. Cantieri del Tirreno, Via Cipro 11, Genoa. I.R.-666.

353 Construction, Mining, Materials Handling Machinery, Equipment

★★ **ITALY**—Factory lift trucks, bins. Agency. Commer, Via XX Settembre 69, Turin. I.R.-830.

354 Metalworking Machinery, Equipment

★★ **ITALY**—Surface grinders. Camut, Via Antonelli 32, Regina Margherita, Turin. WTD May 1959. I.R.-750.★

★★ Manufacturer of drills, bits, taps, cutters, saws, seeks U.S. agent. Nuova Utensileria Traliana-Utensili Ansaldo, Via Merano 22, Genoa-Sestri. I.R.-769.

★★ Manufacturer of 2 types of radial arm drill—(1) solid platform base, (2) on wheels with movable platform base—seeks U.S. distributor. Dimereredi Dimer Forapani S.a.S., Via Asiago 49, Turin. I.R.-818.

355 Special Industry Machinery

★★ **ITALY**—Textile dyeing machines—wool, synthetics. Agent. Ghiachino G.G., Coggiola, Vercelli. I.R.-655.★

★★ Drilling and bending machines for plastic sheet. Antonio Guerra (Drag Import), Piazza Colombo 1/12, Genoa. I.R.-777.★

★★ Knitting and weaving machinery—

agent. Officine Savio & Figli, Via Udine, Pordenone (Udine). NCIA. I.R.-778.★

★★ Forming presses and brakes: Size #2 milling machine; paper making machinery and ladles and crucibles for handling molten steel. Verrina S.p.A., Via Prie 76, Genoa—Voltri. I.R.-647.★

★★ Automatic and semi-automatic hydraulic copy turning and profiling lathes —agency. Sicme, Piazza Martelli 7/8, Milan. NCIA. I.R.-648.★

★★ Marble and stone cutting, sawing, polishing and cleaning machinery. Also, tire recapping machinery. Officine "Alpe" Rovereto, Rovereto. NCIA. I.R.-772.★

★★ Machinery for making asbestos pipe —30" max in 10/15 ft. lengths. Also would sell finished pipe. Ompsa, Via de Bissone 1C, Genoa—Sestri. I.R.-774.★

356 General Industrial Machinery, Equipment

★★ **ITALY**—Ball and roller bearing and transfer machines. Agent. Cimat. Corso Trapani 95, Turin. I.R.-649.★

373 Ship, Boat Building, Repairing

★★ **ITALY**—Wooden, plastic, aluminum pleasure boats. Agent. Vele Mestron SrL. Via Voltri 2, Genoa. I.R.-789.

381 Engineering, Laboratory, Scientific and Research Instruments, Associated Equipment

★★ **ITALY**—Industrial and sanitary research machinery—autoclaves, stoves, thermostats, distillery apparatus. O.C.R.-A.S., Corso Moncalieri 27B, Turin I.R.-752.

★★ Plastics testing equipment, constant temperature baths—agent, eventually license. Vaschetti & Grosso, Via Cavour 46, Turin. NCIA. I.R.-700.

391 Jewelry, Silverware, Plated Ware

★★ **SPAIN**—Gold and silver plate, nickel and chrome drinking vessels, vases, ice buckets; Eusebio Valero, Arroyo de la Elipa 19, Madrid. I.R.-948.

398 Miscellaneous Manufacturing Products

★★ **SPAIN**—Artcraft, religious articles, decorative home furnishings; Norma Neff, Garcia Morato 134, trip., Madrid. NCIA. I.R.-970.

399 Miscellaneous Manufacturing Industrial Products

MALAYA—Wigs (human hairs; raw hairs, animal hairs). R. S. Gurussamy Chettiar, 59 & 57 Market St., Penang. WTD 12/28/62.

ITALY—Neon signs, lighting, illumination. Scuola Berlitz, Direzione General, Via Lauro De Bisis, 2, Ancona.

599 Retail Store Products

ITALY—Watch-belts, ladies' and children's veils and foulards, shoes for men, ladies and boys in every type, plastic doilies, ladies' heels, fashionable handbags, socks and stockings, men's and ladies' gloves, hide dresses and suits, fountain-pens and ball-point pens, fruits preserved in SO.2 or tinned in syrup. Giuseppe Osvaldo Lavarone, Via Pavia, 138—App. 11, Naples. WTD 2/29/60.

HONG KONG—Beaded sweaters and handbags, crocodile leather handbags, wallets and billfolds, jewelry, curios, ivory, jade and wood carvings, embroideries. Sabs Agencies & Associates, P.O. Box 13929, Hong Kong. WTD 11/4/60.

739 Business Services Not Elsewhere Classified

★★ **ITALY**—Public relations. International Public Relations Service, Via chelini 33, Rome. I.R.-842.★

★★ Inspection and testing of machine tools. Stanimuc, Via V. Vele 17. Turin I.R.-732.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Ivor Leiser, representing Michael Brown Pty., Ltd., 369a Pitt St., Sydney, N.S.W., interested in licensing agreement with U.S. manufacturer of **Ladies' suits and sportswear** and requesting technical information on latest trends in styling and fabrics in ladies' wear. Feb. 1 via New York for 2 weeks; c/o Australian Consulate General, New York, N.Y. Itinerary: New York, Los Angeles.

DENMARK—J. Vang Rasmussen, representing Vang Rasmussen—lithographic printing, 42 Nyholmsalle, Copenhagen, interested in exporting **Danish Christmas cards** and **textile prints** (for gift shops) by well-known Danish artists. Feb. 1 via New York for 10 days; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York.

GERMANY—Otto Tennert, representing Dynamit Nobel-Genschow G.m.b.H., Grimm 8, Hamburg 11, interested in contacting **sporting arms and ammunition** importers and dealers, study advertising and marketing methods. Jan. 11 via New York for 4 months; Weatherby Co., Inc., South Gate, Los Angeles, Calif. Itinerary: New York, Los Angeles, Chicago, Washington, D.C. Miami and other cities.

GUATEMALA—Walter Robert Moll, representing Empacadora Centro-Americana —EMPAC, 3a. Calle 9-72, Zona 10, Guatemala City, interested in exporting **sausages** and other **preserved meats** (such as salamies). Jan. 12 for 5 days; c/o Department of Commerce Field Office, 408 Ainsley Bldg., 14 N. E. First Ave., Miami 32, Fla. Itinerary: Miami.

IRAQ—Abdul Sattar al-BAGHDAD, representing himself, c/o Ibrahim J. Saad & Fils, Saadoun St., Baghdad, interested in contacting U.S. manufacturers of **washing and greasing machines for automobiles;** also **garage equipment.** Jan. 2 via New York for 2 months; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York.

JAMAICA—R. H. Smith, representing Suppliers, Ltd., 107 Maxfield Ave., Kingston, interested in **building materials,** principally timber products (hardboard, chip board, plywood). Feb. 7 via New York for 3 weeks; c/o Royal Bank of Canada, New York, N.Y. Itinerary: New York, Los Angeles, San Francisco, Houston, Miami.

NEW ZEALAND—Tracey O. M. Simpson, representing Wilkins & Davies Development Co. and Industrial Products Co. Port Rd., Lower Hutt, Wellington interested in U.S. investment throughout New Zealand in both new **building** and new **industries,** no limitations on scale of projects; and agency for large **construction** firms. Jan. 5 via Honolulu and Jan. 8 via Los Angeles for 4 weeks; Reef Hotel, Honolulu, until Jan. 7; Sheraton-Park Hotel, Washington, D.C., until Jan. 25. Itinerary: Honolulu, Los Angeles, San Francisco, Dallas, New Orleans, Atlanta, Tampa, St. Petersburg, Washington, Richmond, Cleveland, New York, Boston.

NORWAY—Rolf Eyvind Klaeboe, representing IKAS A/S, 2 Kongenagate, Oslo, interested in entering into licensing agreements with manufacturers of new materials for **insulation of buildings,** against heat and cold, **cold storage,** and **deep freezers.** Jan. 12 via New York for 3-4 weeks; c/o Torvald Klaveness, 90 Broad St., New York, N.Y. Itinerary: New York, New Orleans, Los Angeles, San Francisco.

Per S. Stromberg, representing Svein Stromberg & Co. A/S, Strommen, interested in purchasing new types of **plastic materials** for manufacture of small boat fittings, household gadgets, radio and TV components, also interested in entering into licensing agreement with U.S. manufacturer of suitable **plastic commodities.** Jan. 14 via New York for 2 weeks; c/o Hans Dahl, Norwegian-American Chamber of Commerce. Itinerary: New York, Washington, Miami, San Francisco.

Knut Andre, representing Gnisten, 36 Dronningenagate, Oslo, interested in purchasing **hobby and "do-it-yourself" articles.** Jan. 17 via New York for 3 weeks; Craft Hobby & Model Industry, 30 E. 29th St., New York 16. Itinerary: Chicago, Baltimore, Philadelphia, Washington, New York.

PAKISTAN—Shaukat Mhamud Malik, representing Exporters Combine, 6 Brandreth Rd., Lahore, interested in exports: Pakistan **handicrafts;** Imports: **cars, film, printing machines** and requesting technical information on same. Jan. 25 via New York for 3 months; c/o Ernest K. Mall, 34-43 29th St., Long Island City, New York, N.Y. Itinerary: New York, Washington, D.C., Pa., Okla., Ariz., N.M., Nev., Seattle, St. Louis.

SYRIAN ARAB REPUBLIC—Fares Attar, representing Attar Brothers & Co., 29 May Ave., Damascus, interested in **telecommunications, silo equipment, road building equipment, army vehicles,** and requesting technical information on line of business mentioned above. Feb. 10 via New York for 15 days; c/o Jawdat Moufti, Counselor, Syrian Arab Embassy, Washington, D.C. Itinerary: N.Y., Ohio, Ill., Washington.

Mohamed Mounzer Jundi, representing Jundico, P.O. Box 660, Damascus, interested in purchasing **ditch digging machinery** and **machines for concrete lining for ditches,** and in contacting U.S. construction firms interested in AID financed Syrian **silo constructions.** End of January via New York for 3 weeks; Syrian Consulate General, New York, N.Y. Itinerary: Des Moines, Peoria.

Cable in position

The last section of the 12,500-foot-long steel cable to be used laying the ship-to-shore permanent pipeline at Oranjemund (mouth of the Orange River) was hauled into place last week, reports the Information Service of South Africa.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.

COSTA RICA—Social Security Institute of Costa Rica considering plans for installation of **laundry** to accommodate proposed 588-bed hospital and 4 peripheral clinics in San José. Interested U.S. manufacturers of commercial laundry equipment should contact Engineer, Social Security Institute, San José, Costa Rica.

JAMAICA—Plans to construct first-class port in Kingston being considered by Prime Minister of Jamaica. Interested firms should contact Robert L. Lightbourne, Minister of Trade & Industry, Kingston.

TOGO—Government of Togo plans to construct **port** in Lome. Project will consist of 3 phases; tenders for each phase will be issued separately. Proposed project will consist of construction of rail network, joining with existing network north of Lome, running to Quarry at Game where stone for breakwater will be obtained; contruction of breakwater and pier, buildings and storage sheds connected with project; and installation of cranes and other cargo handling equipment including all electrical equipment. For details interested U.S. firms should contact Dr. Lackner and Dr. Kranz-Barth, Ingenieurs Conseils, Lindenstrasse 1A, Bremen-Vegesack, Federal Republic of Germany.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless indicated otherwise.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Greece.
Advertising Media—Syria.
Advertising Media—Turkey.
American Firms, Subsidiaries, and Affiliates—Australia.
Architects, Builders, Contractors and Engineers—Bolivia.
Cooperage and Container Importers and Dealers—United Kingdom.
Dental Supply Houses—Costa Rica.
Farm Machinery and Equipment Importers, Dealers and Manufacturers—Sweden.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—France.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Morocco, December 1962.
Non-Alcoholic Beverage Manufacturers—Bolivia, December 1962.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Honduras.
Seed and Bulb Importers, Dealers and Exporters—Iraq.
Seed and Bulb Importers, Dealers and Exporters—Nicaragua.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Egypt, December 1962.

Sudan Railways requires steel prefabricated shed

The Sudan Railways Stores Department has published tenders for the supply of 1 steel shed 100 feet long by 75 feet wide by 14 feet 6 inches high at the eaves, 24 gauge roof sheeting. Resistance must be sufficient to withstand 70 mile-an-hour winds.

Prices should be quoted f.o.b. and c.i.f., Port Sudan bases, and tenders must be valid for 2 months from the closing date. Bids are due in the Office of Controller of Stores at Atbara not later than 12 noon Feb. 14 in sealed envelopes marked "Tender for Supply of One Steel Shed for Port Sudan Quays."

In case of firms established abroad, tenders and deposits may be sent to Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James's, London, S.W.I. Tenders must be accompanied by not less than 2% deposit.

Expert exporters say:

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone 381-2200, Ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: 226-6063
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 1421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

New Books and Reports

***The Economic Development of Spain.* Report of the World Bank Economic Survey Mission to Spain. The Johns Hopkins Press, Baltimore. 432pp. $8.50.**

The report, designed to help the Spanish Government formulate development policies, focuses on the decisive role the Government can play in directing public investment into the most productive channels and in creating an environment for rapid economic growth. It advocates a policy of "indicative" planning, and of stimulating general economic growth as the best way to solve particular problems of employment, income, and regional development. The report is divided into 6 sections: the first and second deal with development policies; the remaining sections deal with transportation, agriculture, industry, electric power, the tourist trade, education and housing.

First published in Spanish last November, the report includes 19 maps and an index.

***Aids to Business (Overseas Investment).* Agency for International Development, Washington, D.C., 1962. 45 pp.**

Private investors contemplating investment in less-developed areas of the world would do well to study this timely and informative pamplet recently issued by AID.

The pamphlet is easily readable and answers most competently the many questions which American businessmen have asked about AID assistance to U.S. companies contemplating a productive investment in less-developed countries or wishing to expand already existing foreign operations. The booklet outlines the Congressional tools which now enable AID to enlist American business collaboration in our foreign aid program.

The first of 4 chapters is devoted to investment surveys, the second to dollar loans, the third concerns local currency loans and the final chapter addresses itself to investment guaranties.

Each chapter describes each of these financial programs—who is eligible to participate, terms and conditions and how to apply to AID. Also included is a discussion of some of the programs administered by other U.S. and international financial institutions.

Aids to Business should be studied in conjunction with an 8-page reprint from *Foreign Commerce Weekly* for May 14, 1962, which is available from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

***Chemical Guide to Europe: 1963.* Published by the Noyes Development Corp. Pearl River, N.Y. 135pp. $12.**

This book gives ready reference to 800 of Europe's largest chemical producers, including their names and addresses, ownership, plant locations and products, local subsidiaries and affiliates, foreign subsidiaries and affiliates, and (where known) the principal executives, 1961 annual sales and number of employees.

It can be ordered from the Noyes Development Corporation, Post Office Drawer 900, Pearl River, N.Y.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, 1962. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy. Order from any of the 34 Commerce field offices or from the Superintendent of Documents, U.S. Government Printing Office, Wash. 25, D.C.**

Licensing and Exchange Controls in the Philippines. OBR 62-2. 5pp. Includes information on advance deposit requirements on imports, the partial tariff revision accompanying last year's decontrol measures, taxes on imports, exchange controls and pending foreign investment legislation. Regarding exports, the report lists security and short-supply controls, central bank exchange controls and exchange controls. Finally, it deals with the various U.S. controls over trade with the Philippines.

Basic Data on the Economy of Ghana. OBR 62-9. 10pp. Outlines Ghana's geography, climate, Government, agriculture, industry, power, communications, transportation, marketing, foreign trade, finance, trade controls and practices, economic development, and Government representation in the U.S.

Preparing Shipments to the Federation of Rhodesia and Nyasaland. OBR 62-13. 8pp. Lists the shipping documents required for all shipments to the Federation (commercial invoice, bills of lading, packing lists, sanitary and other special certificates, U.S. shipper's export declaration, and destination control notice); parcel post and regular mailing regulations for merchandise sent into the Federation; import and duty treatment for samples and advertising matter sent into the Federation; labeling, marking, and packing instructions; entry, reexport, transit and warehousing regulations; and customs procedures (advance rulings on customs classifications, fines and penalties, prohibited goods, appeals and claims, and refund of duty. Includes sample shipping documents.

Investment in Nicaragua. OBR 62-14. 9pp. Describes the investment climate, Government efforts and agencies to promote economic growth, the extent of foreign investment, incentive legislation (including the Industrial Development Law and the Natural Resources Law, a Special Law on the Exploration and Exploitation of Petroleum, and 1961's basic fishing industry decree), and the various taxes which could affect investors in Nicaragua.

Exports in Relation to U.S. Production, 1961. OBR 62-18. 2pp. Contains tabular data on the relationship of exports and imports to total U.S. production for the years 1929-61.

U.S. Foreign Trade, September 1962. OBR 62-19. 12pp. Ten tables, with an introductory page of explanatory notes.

Foreign Trade of Brazil, 1960-61. OBR 62-23. 4pp. A statistical summary based on Brazilian sources, with special emphasis on trade with the U.S.

U.S. Imports of Free and Dutiable Goods and Average Rates of Duty, 1961. OBR 62-29. 4pp. Presents data on the duty status of U.S. imports for consumption.

The following final reports in the WTIS series are also available from the Superintendent of Documents:

Industrial Promotion Act of Thailand, 1962. WTIS, Part 1, No. 62-81. 9pp. 15 cents.

Basic Data on the Economy of Austria. WTIS, Part 1, No. 62-83. 23pp. 15 cents.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—651959/28

Calendar *for international traders*

January

28—Foreign Trade Educational Course (first of 7 weekly meetings), **Springfield, Mass.** Sponsor: U.S. Dept. of Commerce.

28-29—Two-day Businessmen's Consultation on the Foreign Credit Insurance Assn. with Export-Import Bank representative. **St. Louis, Mo.** Sponsors: Chamber of Commerce, St. Louis World Trade Club and U.S. Department of Commerce.

28-29—Businessmen's Consultation, U.S. Trade Missions to Japan and The Philippines. **Philadelphia, Pa.** Sponsor: U.S. Department of Commerce.

29—World Trade Council Export Counseling Conference. **Pittsburgh, Pa.**

30—Export Seminar, Armstrong College, **Savannah, Ga.** Speaker: Peter T. Jones, Deputy Asst. Secretary of Commerce for Trade Policy.

31—Export Expansion Seminar, Detroit Athletic Club. **Detroit, Mich.** Sponsor: U.S. Department of Commerce and others.

31—Special Luncheon Meeting, International Executives Assn., United Nations West Terrace, **New York, N.Y.**

31-1—Businessmen's Consultation, U.S. Trade Mission to Japan. **Pittsburgh, Pa.** Sponsor: World Trade Council and U.S. Department of Commerce.

February

1—Annual Business Forecasting Conference, Xavier University, **Cincinnati, Ohio.** Sponsors: Xavier University, U.S. Department of Commerce.

5—Businessmen's Consultation, members of U.S. Trade Missions to The Philippines and Japan. **New York, N.Y.** Sponsor: U.S. Department of Commerce.

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

7—Businessman's Conference of the U.S. Trade Mission to the Philippines, **Milwaukee, Wis.** Sponsor: U.S. Department of Commerce.

7—Washington Export Council Luncheon Army-Navy Town Club, **Washington, D. C.**

7-8—Businessmen's Consultation with the full U.S. Trade Mission to Spain, **Fort Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

11—Opening Session of 7 weeks' course "St. Louis Export Trade Seminar" at Clayton High School Library, **St. Louis, Mo.** Sponsored by Chamber of Commerce, World Trade Club, Small Business Administration and U.S. Department of Commerce.

11—Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12—Businessmen's Consultation on the U.S. Trade Missions to Greece and the Philippines. **Denver, Colo.** Sponsor: U.S. Dept. of Commerce.

12—Automotive Exporters Club, monthly meeting, Engineers Club, **Chicago, Ill.**

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University.

13—Propeller Club of New Orleans, Monthly Luncheon, Roosevelt Hotel, **New Orleans, La.** Speaker: Draper Daniels, National Export Expansion Co-ordinator.

13-16—International Automotive Service Industries Show, **Philadelphia, Pa.** Sponsors: Automotive Service Industry Assn. and Motor and Equipment Manufacturers Assn.

14—Businessmen's Consultation on the U.S. Trade Mission to Greece. **Greensboro, N.C.** Sponsor: U.S. Dept. of Commerce.

14—Monthly meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

17—Monthly meeting of the Foreign Traders Association of Philadelphia. Sheraton Hotel, **Philadelphia, Pa.**

18—Businessmen's consultations, U.S. Trade Mission to Japan. Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce, U.S. Dept. of Commerce.

18—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy and Spain. Stratford Hotel, **Bridgeport, Conn.** Sponsor: U.S. Department of Commerce.

19—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

19-20—Businessmen's Conference of U.S. Trade Mission to Italy. Sheraton Hotel, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia and U.S. Department of Commerce.

20—General Meeting on Export Finance-Insurance, Sheraton Dallas Hotel, **Dallas, Tex.** Sponsors: Small Business Administration; Dallas Export-Import Club; REEC; and U.S. Department of Commerce.

21—Bankers meeting on Export Finance-Insurance, Texas Hotel, **Fort Worth, Tex.** Sponsors: Fort Worth Clearing House Assn. REEC, and U.S. Dept. of Commerce.

21—World Trade Club of Detroit—8 members of Trade Missions to Japan, Spain, Greece and Italy to address Club as a panel. Pick-Fort Shelby Hotel, **Detroit, Mich.**

23-March 1 — 1963 Construction Equipment Exposition and Road Show. International Amphitheater, **Chicago, Ill.** Sponsors: International Road Federation and others.

25—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy, The Philippines and Spain, including a luncheon meeting of the World Trade Assn. **San Francisco, Cal.** Sponsors: World Trade Club and U.S. Department of Commerce.

26—Annual Convention, Luggage and Leather Goods Manufacturers of America, Export Workshop, **Miami Beach, Fla.**

28—Profits in Exports Conference, Military Park Hotel, **Newark, N.J.** Sponsor: U.S. Dept. of Commerce.

March

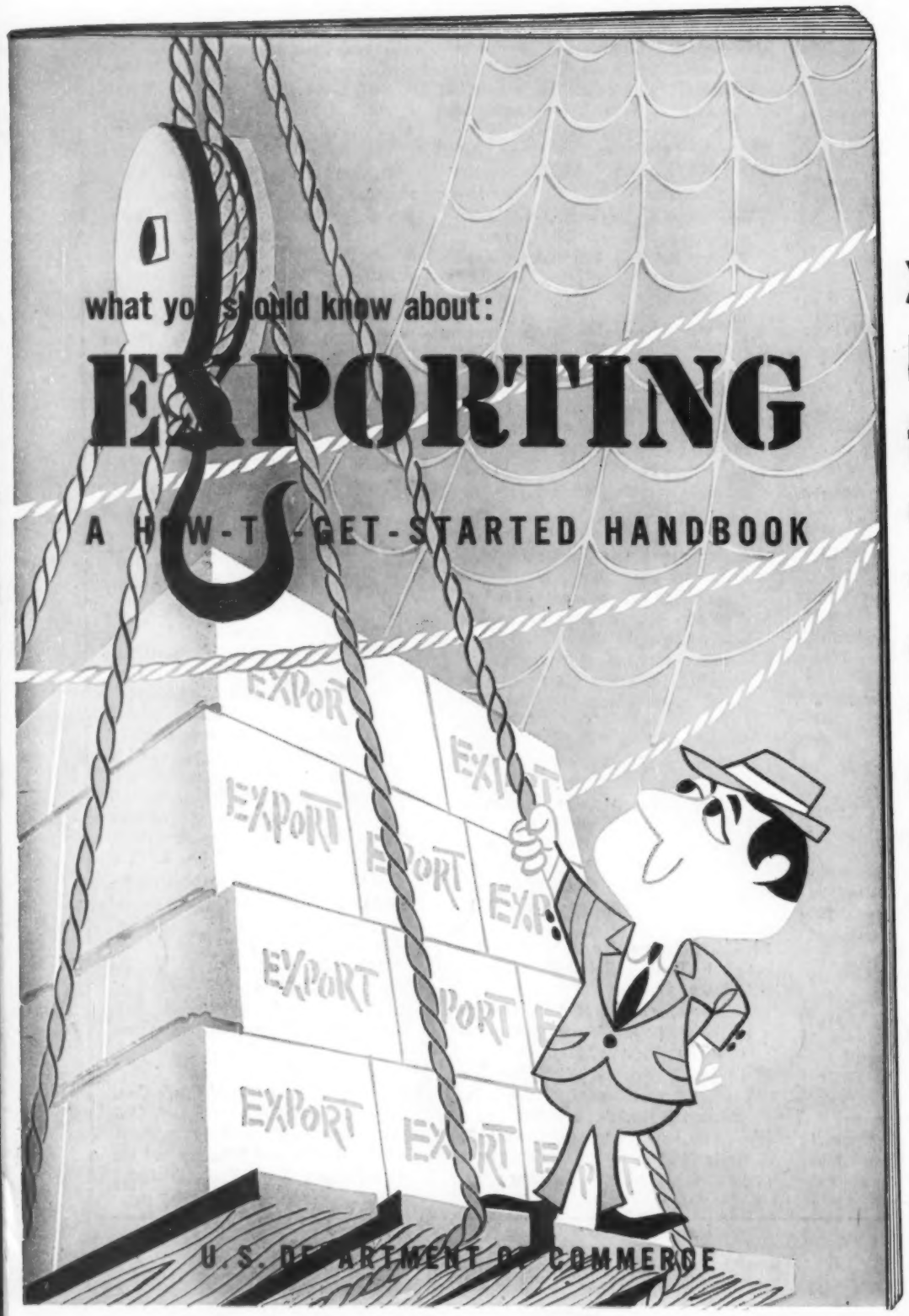
4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the International Trade Club Chicago.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail



you asked for it

Here it is. A new easy-to-read guide to profitable international sales is available at all Department of Commerce Field Offices or from the Superintendent of Documents, Washington 25, D. C. Price: 25 cents.

d

sy-

fit-

les

De-

rce

he

oc-

on

nts.